

# FOREIGN TRADE

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Minister of Trade and Commerce

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Deputy Minister



# FOREIGN TRADE

OTTAWA, DECEMBER 31, 1949

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**COVER SUBJECT**—Many craft, large and small, are engaged in the further development of trade between Newfoundland and the other nine Canadian provinces, with which it was united last April. The fishing industry, in which this particular schooner is engaged, is one of the most important contributions made by Newfoundland to the Canadian economy. Canada has thus become the foremost fish exporting nation, and is now eighth among the countries producing fish. Nine provinces yielded 1,370,000,000 pounds of fish in 1948, while that of Newfoundland was 520,000,000 pounds. The market value of fish sold in 1948 by Canada was approximately \$170,000,000, compared with an estimated \$40,000,000 in 1938.

*Photo by National Film Board.*

Price 10 cents

# Minister of Trade and Commerce Reviews Economic Conditions During Past Twelve Months

**F**OR the world at large, 1949 has been a year of political and trade crises. In the Far East, half a continent changed hands; in the Western World, problems of international trade and exchange reached critical proportions. Our future peace and prosperity depend upon the way in which the democratic countries react to these events and how we resolve the problems arising out of them. Canada's new economic stature and increased industrial power give her a leading role to play in the struggle for political stability and economic recovery in which we are all engaged.

The successful outcome of the struggle depends largely upon the solution of the chronic world shortage of dollars. This will require action on a number of fronts: the opening up of new markets, stimulating greater investment abroad, increasing European productivity, stabilizing the political situation in Asia and Western Europe. All are inter-related and all require international co-operation. That is why meetings such as the Washington Tripartite Conference of last September are so significant. Here agreement was reached on the nature of the problem, on the joint interest of the three leading trading nations of the world, on the urgency of a common front to face the problem, and on the need for some bold and sweeping measures.

The devaluation of world currencies in terms of United States dollars, and to a lesser extent the Canadian dollar, was but a first step. It is not in itself a solution, but establishes new and more realistic conditions in which to work out a solution. That a solution must be found is of vital importance to Canada and requires boldness, firmness and good judgment by all of us if we are to dispel the dark clouds that now loom so large on the international horizon.

## Canadian Trade at High Level

The trading difficulties we in Canada face today are not of our own making, but rather the result of altered conditions of world trade and exchange. Canada's trade is at a high level, and the overall balance is relatively satisfactory, although its distribution between hard currency and other countries is uneven. Our own problem is twofold: on the one hand we have our own American dollar shortage, due to a heavy import program from the United States; on the other, we are faced with our customers' lack of dollars, which makes it difficult for them to purchase our goods. We can do something to alleviate both aspects of the problem through the redirection of our trade, that is, by obtaining more of our imports from non-dollar countries. In 1949, for every \$5 worth of exports to the United States we took nearly \$7 worth of imports; for every \$5 worth of exports to other parts of the world we took less than \$3 worth of imports. By changing the source of some of our imports, without reducing the total volume, we can bring our American trade into better balance and at the same time help our traditional customers earn more dollars with which to purchase Canadian products. The continued lack of other sources of dollar revenue makes non-dollar countries more and more dependent on their direct sales to dollar countries to pay for their imports from North America. In other words, the United Kingdom's exports to Canada and the United States are a major determinant in what she can afford to buy in these two countries.



During 1949, the governments of Great Britain and Canada have made a concerted effort to promote the sale of British goods in this country. The success of the measures taken so far is apparent in the trade figures. Imports from the United Kingdom, which in 1946 were about \$140 million, have risen to over \$300 million this year. In 1947, the deficit on Britain's merchandise trade with this country was about \$564 million; in 1949 it will have been reduced to around \$375 million. The gap for the sterling area as a whole will have been cut by about 40 per cent.

The 1949 trade picture for Canada has, on balance, been a favourable one. While there has been some decline in sales to traditional markets, Canada's exports in terms of dollars have been about as high as in 1948, a peacetime record year, with imports showing a definite increase. This means that, in spite of a troubled world situation and the adjustments resulting from it, we have been able to maintain our export trade at an extremely high level. Although a number of surpluses developed in the United States during the year, our sales to that country are almost as high as last year. The increase in our imports from the States is indicative of the prosperity and general well-being of our domestic economy. Our trade with the United Kingdom and the rest of the sterling area as a whole has risen in value terms over 1948, with increases both in our purchases from those countries and in our sales to sterling markets.

#### **Currency Difficulties Affected Exports**

However, currency difficulties have had an adverse effect on some of our exports that is not immediately apparent from the overall trade figures. For example, a few commodities, such as wheat, newsprint, base metals and the completion of outstanding orders for locomotives and railway cars, account for most of the increase in our trade with the United Kingdom and such Commonwealth countries as India, Pakistan and South Africa. Exports of a variety of manufactures show some reduction during the year. On the other hand, the loss of export markets in the United States, Great Britain and Western Europe for certain commodities has been offset to some extent by increased sales in other parts of the world. Despite a drastic reduction in our trade with Argentina, our total trade with Latin America expanded in 1949.

The Canadian economy in 1949 enjoyed another year of prosperity. There was in Canada nothing to compare with the recession in the United States, the exchange crisis in the sterling area, or the continuing economic difficulties and hardships of Western Europe. We have, however, passed out of the postwar inflationary period of steadily rising levels of production and income into a levelling-off period. But it has been at a level slightly above that of 1948 and therefore at a very high and favourable level indeed. There are, however, a number of soft spots in the economy, due to increasing international trade difficulties as well as the re-emergence of various chronic regional and industrial disabilities.

In real terms, the 1949 gross national product of about \$16 billion will be 2 or 3 per cent higher than in 1948. Part of this increase has been due to the sustained strength of domestic as opposed to foreign demand. Prosperity at home has meant that the domestic market has been able to fill some of the gaps caused by restrictions in foreign markets. In motor vehicles, in cotton textiles, in electrical equipment, the increase in domestic sales has made up or even surpassed the decline in exports. In many branches of manufacturing, such as farm implements and office equipment, exports as well as domestic sales have risen in recent years.



## **Domestic Economy More Favourable**

The improvement in consumption levels last year, compared with 1948, was one of the significant developments of the Canadian economy. More goods were available on the market, and such factors as lower tax rates, contributing to larger personal incomes, meant an increase in the amounts spent on staples as well as on durable goods. On the production side, industrial output was higher, particularly in petroleum, gold mining, base metals and durable manufactured goods. There was some decline in agricultural output, due to poorer crops and lowered production in some of the secondary agricultural industries. The British food contracts helped to sustain the market for several key commodities, although United States surpluses reduced the amount of E.C.A. dollars available for goods purchased by Western European countries. With farm prices sustained during the year, farm income was near record levels, due to participation payments on western wheat and the government's price support policy for a number of commodities. Once again, investment in Canada was at a high level, adding to our industrial plant and equipment, to our private and public utilities, as well as to the development of our natural resources.

Before going on to the outlook for 1950, it might be well to pause at the end of the half century mark and consider the progress Canada has made in the last fifty years. In 1900, with a population of seven million, the Canadian economy was predominantly agricultural. Wheat farming on the Prairies was still in its infancy; the technological processes needed to extract base metals, as well as gold and silver and platinum, from our ore deposits were still in the idea stage; the pulp and paper industry had still to be developed. Under the impetus of two world wars, the change-over from farming to non-agricultural pursuits has been stimulated. In the last ten years alone we have tripled our gross national product in value terms and doubled it in volume. Agricultural and labour income have tripled; foreign trade quadrupled in value and doubled in volume. Canada's expansion has not only been large, but well-balanced and flexible. For example, the farm debt situation of the 'thirties has been virtually liquidated; our industrial production is more diversified and better integrated; labour and management have acquired new skills and experience and are more productive; social security and price legislation provide protection and support for the economy.

## **Productivity of Canada Unsurpassed**

Today, Canada with a population of some 13 million people, is one of the leading trading nations of the world. On a per capita basis our trade is double that of the United Kingdom and about four times that of the United States. Industrially, Canada has come of age. We are today among the first half dozen countries in commercial agricultural production, in fisheries, in metal mining, in forest industries and in manufacturing. Our present level of domestic investment, including housing, is not only the highest in our history, but highest in terms of gross national product of any country of which we have any record. Our increased productivity—that is, output per man-hour—compares favourably with that of any country in the world, including the United States. In short, when we review the situation in other countries, we have much for which to be thankful.

The outlook for 1950 suggests an intensification of the present pattern, that is a continued high level of national employment and income but with some decrease in the special areas and localities that will be under economic pressure. The most important factor will of course be the



international situation; the level of economic activity in the United States; the effect of devaluation on world trade; the measures adopted in overcoming the world-wide dollar shortage. Our policy will be to co-operate to the fullest extent with the British export drive; to divert imports from United States dollar markets to sterling and other non-dollar sources wherever economically feasible; and at the same time take full advantage of the Reciprocal Trade Agreements Act and other means to expand Canadian exports to the United States.

In the interests of expanding trade, Canada will hold the Third International Trade Fair at Toronto from May 29 to June 9, 1950. While the trade fairs in 1948 and 1949 brought satisfactory results to many exhibitors, the venture is still in the experimental stage. The government, in initiating and promoting the trade fair, believes it could become a valuable instrument for promoting Canada's trade. Its future success, however, depends upon the degree of interest shown by Canadian exporters, importers and businessmen generally.

#### **Full Effect of Devaluation Expected Next Year**

In 1950, the full effect of devaluation should be felt. Its effect on Canada is illustrative of the divergent pulls and cross currents in our economy and of the role we play in our trading relationships with the United Kingdom and the United States. The 30 per cent drop in the pound sterling will have a deflationary effect on some sectors of the economy—on those exporting to sterling areas; and on those competing, at home and abroad, with sterling industries. The 10 per cent devaluation in our own currency will have some inflationary effect, particularly in industries dependent upon the United States for materials. At the same time, it will give Canadian producers some advantage over American producers in Canada, in the United States, and overseas. It will also cushion the full impact of pound sterling devaluation.

In several regions of Canada, economic activity will be stimulated by the developments that are taking place in the opening up of new resources. Investment in these new developments, including related utilities and secondary industries, promises to be well maintained in 1950. Preliminary figures on next year's investment program show an anticipated outlay close to the 1949 level in value terms, that is, something more than \$3 billion. The figures bear out the levelling-off trend that was evident at the beginning of 1949, but a levelling-off at a very high level. The general trends among the different sectors of the economy that were in evidence in 1949 will for the most part continue next year. As in 1948 and in 1949, increases can be expected in the institutional group, especially hospital construction, and in utilities as a whole, due largely to the building of oil pipelines. Direct government expenditures, and to a lesser extent, services, also show some rise. Unlike last year, however, capital investment in the agricultural field is expected to decrease. The decline in investment in manufacturing and commercial groups evident last year is likely to continue. In housing, completions this year have reached a new peak, and a substantial carry-over of some 50,000 units is expected. As a result, and in view of the continuing demand for new homes, residential construction in 1950 should come close to the 1949 figure.

Following the abnormal conditions of the last ten years, it is inevitable that special area and industrial problems will continue to arise. Adjustments will have to be made—some drastic, some painful. We may also have to face further adjustments in our foreign trade. The government can only go so far in meeting the problems created by these adjust-

ments through public works and social security measures. It can help in meeting emergency situations, but in the last analysis our present prosperity can only be maintained if our foreign trade—and international trade generally—is flourishing. It is in the interest of every individual and business in Canada, whether immediately affected or not, to see world trade re-established on a healthy and expanding basis.

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## British Exporters of Leather Goods Are Satisfied With Campaign in Canada

*Consumer interest aroused by "leather weeks", held in larger cities across country—Sample shows attracted buyers—Canadian exporters of leather benefit from increased sales.*

LONDON, November 21, 1949 (FTS)—Canadian leather exporters may find some encouragement in the successful campaign undertaken by the Leather, Footwear and Allied Industries Export Corporation, in Great Britain, to stimulate the sale of British leather goods in Canada. Licences for the importation of Canadian leather have been conditional on its being used for the manufacture of footwear for export. So long as exports can be maintained, therefore, the necessary dollars will be made available for the importation of Canadian leather.

Leather Weeks, designed to create consumer interest in British manufactures, were held during August and September in Victoria, Vancouver, Winnipeg, Windsor, London, Hamilton, Toronto and Montreal, with particular emphasis placed on window displays in the various stores. Sample shows were arranged in Vancouver, Winnipeg, Toronto and Montreal, the purpose of which was to show buyers the latest models.

As indicated in a report on the campaign, published in "Export Outlook", the journal of the Leather, Footwear and Allied Industries Export Corporation, the sample shows had great educational value. Several store managers sought permission to send junior employees, who were thus enabled to gain a better knowledge of British brands and trade marks, styling and quality of the British goods. The corporation is so well pleased with the results achieved that plans are being made to organize a further series of leather weeks and sample shows during the coming year.

(Editor's Note—Canadian exports of upper leather calf to Great Britain during the first ten months of the current calendar year were valued at \$239,767, and exports of upper leather n.o.p. during the same period were valued at \$369,702.)

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### Chicago Trade Fair Will Open Office in Europe

Washington, D.C., December 15, 1949.—Jacques Kunstenaar, chief of the Fairs and Exhibitions Branch of the Office of International Trade, United States Department of Commerce, has been granted leave of absence to serve as Director of Foreign Affairs for the Chicago International Trade Fair. This is the first international trade fair to be held in the United States, and is scheduled to take place for two weeks, commencing August 7, 1950. Mr. Kunstenaar is proceeding to Europe, where he will open the first foreign office of the Chicago fair. F. Preston Forbes, Deputy Director of the Intelligence and Services Division of the Office of International Trade, will serve as Acting Chief of the Fairs and Exhibitions Branch, while performing his present duties.



# Market Situation for Fish in the New York Area Almost Stable

Canada supplied 1,700,000 pounds in November as against 1,400,000 pounds in preceding month—Canned salmon market quiet—Record catch of lobsters in Maine—Output of fish meal reduced—Inspection regulations amended.

By M. B. Bursey, Canadian Government Trade Commissioner  
(Fisheries Specialist)

NEW YORK, December 8, 1949.—Import figures for the New York area indicate little change in the general marketing situation during the past month, purchases of fresh and frozen fish from Canada amounting to 1,700,000 pounds, as compared with 1,400,000 pounds in October. November imports included 134,000 pounds of frozen eels from Quebec, 750,000 pounds of fresh and frozen fish from British Columbia, 720,000 pounds of fresh and frozen fish from the Atlantic Coast and 60,000 pounds of frozen fish from inland areas. Other purchases from Canada for the New York area included 210,000 pounds of dried salted codfish from Quebec, 1,823 cases of canned lobster, 866 barrels of pickled mackerel and 923 drums of cod oil and codliver oil.

## New York Imports of Fish and Fish Products in November

From Norway—	
Canned sardines .....	21,007 cases
Canned kippered snacks .....	1,010 cases
Dried codfish .....	150 cases
Pearl essence .....	6 cases
Pickled herring .....	2,509 barrels
Dried stock fish .....	412 bales
Refined medicinal codliver oil .....	400 drums
From United Kingdom—	
Kippered herring .....	4,500 cartons
Pickled herring .....	583 barrels
From Holland—	
Canned sardines .....	2,000 cases
Frozen fillet of sole .....	260 cases
Pickled herring .....	16,000 kegs
Canned anchovies .....	343 cases
From Belgium—	
Canned sardines .....	3,380 cases
From Portugal—	
Canned anchovies .....	27,485 cases
Canned sardines .....	10,170 cases
From Cuba—	
Frozen lobster tails .....	2,456 cases
Frozen lobster tails .....	1,683 cartons
From Japan—	
Canned crab .....	802 cases
Canned tuna .....	6,682 cases
Frozen swordfish .....	7,593 pieces
Shark-liver oil .....	448 drums
Miscellaneous fish oil .....	125 drums
From Peru—	
Frozen tuna .....	11,237 pieces
Canned bonito .....	9,000 cases
Canned tuna .....	4,042 cases
Fish meal .....	1,559 bags
From South Africa—	
Frozen lobster tails .....	3,710 cases
Shark-liver oil .....	15 drums
Dogfish-liver oil .....	40 drums

The Maine sardine packing season is reported at an end, all factories being closed. It is estimated that the total pack will equal, or may even

exceed, last year's, despite the poor prospects forecast for the industry during October. There are indications of a steadier trend in the market for Maine sardines, although some sellers continue to offer at \$7 per case for quarters, keyless, f.o.b. Some interests state that current stocks are not sufficient to carry through into the new packing season next May or June and, because of this, a new price of \$7.50 per case has been established by some sellers.

The California sardine pack for the season to November 13 is reported at 2,591,616 cases as against 1,321,567 cases for the same period a year ago. California sardines were selling freely at \$6 per case for 1's Ovals, mustard or tomato sauce, and at \$4 a case for Naturals, all f.o.b. coast.

### **Canned Salmon Prices Stable**

The canned salmon market remained fairly quiet, with prices unchanged. Tall Reds are unobtainable, and Tall Pinks are holding at \$16 f.o.b. coast, and halves at \$10. Tall Medium Reds are available at prices around \$20 to \$21, and halves at about \$12.50 and Tall Chums at \$15.

The production of lobsters in Maine for the first nine months of this year totalled 13,136,357 pounds valued at \$4,797,829 to the fishermen. This is a record production for this period, the value being somewhat below the record for the same period of 1949, when it reached \$5,178,779. The average price per pound for the first nine months of 1949 was 36.52 cents; in 1945 it was 39.62 cents.

Maine's rosefish fishery figures show production by draggers for the first nine months of this year to be 46,635,435 pounds valued at \$1,631,168 to the fishermen as compared with 41,425,710 pounds valued at \$1,711,769 for the corresponding period of 1948.

Total Massachusetts fishery landings during the first seven months of 1949 amounted to 321,956,937 pounds valued at \$20,158,765 as against 332,826,067 pounds valued at \$24,490,686 during the corresponding period of 1948.

### **September Landings at Texas Ports More Than Doubled**

Landings of fishery products at Texas ports during September totalled 12,563,248 pounds as compared with 5,698,000 pounds in the same month last year. Menhaden and shrimp accounted for over 98 per cent of the September landings this year, and the catch of both species was much greater than in September, 1948.

According to Fish and Wildlife Service North Atlantic fishery investigations, the Gulf of Maine as a whole is still producing a considerable amount of rosefish. Of the 176,000,000 pounds landed in Gloucester during 1948, about 35 per cent came from the Gulf of Maine. However, vessels reported that the area no longer produces a "pure" trip, since the rosefish that come from there are merely small parts of the trips made by vessels in passing through. Vessels also reported that the fish in the gulf are very small.

The Service's North Atlantic fish investigations also show that an average of about 94,196,000 pounds of haddock have been landed by all fishermen from Georges Bank over the period 1931 to 1948, or about 36,875,000 individual fish with an average weight of 2.55 pounds each. The investigations estimate that, during the first nine months of 1949, the baby scrod destruction on Georges Bank amounted to about 2,776,000 pounds as compared with 2,618,000 pounds and 7,897,000 pounds in similar periods of 1948 and 1947 respectively. The small sizes of year classes



since the 1945 year class are believed responsible for the decrease rather than the change in fishing practices, according to the Service's investigations report.

#### **Production of Fish Meal Reduced**

Fish meal manufactured during September by United States firms that normally produce 92 per cent of the total annual production amounted to 27,605 tons, or 600 tons less than was produced during September, 1948. During the first nine months of 1949, the amount of fish meal processed in these plants was 141,409 tons as against 143,920 tons for the corresponding period of 1948.

September production of fish oils, exclusive of liver oils, in the United States and Alaska amounted to 3,019,829 gallons as compared with 3,393,583 gallons during the same month last year. Reduced yields of Menhaden and Alaska herring oils accounted for the major portion of the decline. These reductions were partially offset by an increase of over one million gallons in the production of pilchard oil. Production of fish oil during the first nine months of 1949 amounted to 10,243,525 gallons as compared with 12,982,165 gallons for the corresponding period of 1948.

#### **Inspection Regulations Amended**

Notice of proposed amendments to Section 155.10 and 155.40 of the regulations for the inspection of canned sea-food (shrimp and oyster) was published in the Federal Register of October 6, 1949. The proposed amendments provide mainly for the optional use of the mark "Production Supervised by United States Food and Drug Administration", with some minor changes in wording. No written comments, data, or arguments having been received within the period prescribed in the notice, the sections were amended as proposed. The amendments appeared in the Federal Register of November 16, 1949, and became effective on date of publication.

On November 7, 1949, the Costa Rican Government ratified the convention for the establishment of an Inter-American Tropical Tuna Commission, signed at Washington, May 31, 1949.

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#### **New Zealand Requires Equipment for Hydro Electric Development**

Wellington, December 9, 1949.—(FTS)—The New Zealand Government requires Hydraulic and Electrical Components for Lifting Gear at Lake Tekapo Power Station, Surge Chamber Gate, which consists of the following:

- 2—Oil-hydraulic pumps, 25 gallons per minute at 200 pounds per square inch pressure.
- 27—Oil-hydraulic valves,  $\frac{1}{2}$ -inch to 3-inch sizes, hand and solenoid operated.
- 2—Oil pressure gauges.
- 2—Vacuum gauges.
- 250 ft. Hydraulic pipes,  $\frac{1}{2}$ -inch to 3-inch sizes.
- 2—Electric motors, 5 H.P. squirrel cage types, 400 volts A.C. 3 phase, 50 cycle supply. Line starting.

The tenders close in Wellington on January 31, 1950.

(Editor's Note.—Canadian firms who may be interested can procure specifications and tenders from Mr. J. A. Malcolm, New Zealand Trade Commissioner, 609 Sun Life Building, Montreal, Que. Contract No. S.M. 974, which covers the above-mentioned equipment, should be quoted.)

# Coal Most Vexatious Problem Now Facing Belgium and Luxembourg

*Subsidy on production discontinued by Belgian Government—Great difficulty experienced in finding markets for existing stocks—Industry suffers from high costs—Steel production declined—Position of textile industry good.*

By W. Gibson-Smith, Assistant Commercial Secretary for Canada

(Editor's Note—This is the third in a series of four reports on economic conditions in Belgium and Luxembourg, prepared for publication in *Foreign Trade*.)

**B**RUSSELS, November 1, 1949.—Coal constitutes perhaps the most vexatious problem confronting the Belgian government at the present time. Until the end of last year, the government policy was to subsidize production because this material remained in short supply. Now, however, there is great difficulty in finding markets for existing stocks, which continue to mount. Stocks on hand had risen by the end of August to nearly three million metric tons (about six weeks' total Belgian coal consumption of all types).

The reason why there is such difficulty in disposing of Belgian coal is that the industry suffers from extremely high costs of production. A compensation fund, operated by the government, until recently kept in operation even the most uneconomical mines. Abandonment of this compensating system now allows the more fortunate mines to lower their prices to more realistic levels, especially for industrial grades.

It is difficult to find Belgians who are willing to work in the coal mines. For that reason, about two years ago many displaced persons and prisoners were employed on a two-year contract. Now that this period has expired, some displaced persons are returning to Germany, and many Sicilians who went home on holidays have failed to return. The underground workers are nearly all of foreign nationality. To find Belgians, in replacement of the foreigners who are leaving the mines, might mean even higher costs in the form of raised wages and lower man-hour output, although the mounting unemployment in Belgium may result in finding more easily individuals willing to go down in the mines. The social charges of a miner in Belgium represent 33½ per cent of his wages, 25 per cent being paid to the Office of Social Security by the employer.

## Uneconomical Mines Permitted to Cease Operations

In addition to the ending of the artificial compensating fund, the government's intention now is, by removal of the subsidies, to allow the uneconomical mines to cease operations, even though this may have unpleasant political consequences in augmenting unemployment at a time when the number of jobless throughout the country is very high. It is intended to carry out this change gradually. Subsidies have been amounting to as much as 2,000 million Belgian francs yearly. The prices of anthracite and other hard coal may rise. It does not appear to be the intention to stop the imports of coal, which have been coming from such low-cost production centres as Poland and the Ruhr, since it is hoped by the means of healthy competition to arrive at more efficient operations in the Belgian mines which will remain active.





**Belgium—Blast furnaces of the Societe des Forges de Clabecq.**

*—Photo by Jean Malvaux.*

At the present moment, before these measures are put into effect, mine owners are reported to be closing down for several days each month. Coal marketing up to the present has been controlled by the state. Exports, which tended to dry up this year, have recovered slightly towards France and Italy, although neither of these countries is receiving anything like its prewar imports from Belgium. Both France and Italy, which would still be buying large quantities of Belgian coal, particularly of the domestic type, were it not for payments obstacles, have been obtaining coal from the United States of America under the European Recovery Program.

#### **Production of Steel Declined**

Thirty per cent of Belgo/Luxembourg exports of iron and steel have been from this sector, but weakness is evident on nearly all sides of the industry. From a production of 355,000 metric tons in April the production of steel dropped to 270,000 at the end of August, and declined slightly since that time.

In August, 1948, 48 furnaces were in operation and now this is reduced to about 34. The cost of production of steel has been high in relation to

those of French and United States producers. As a result the various factories, including those in Luxembourg, have been meeting with a view to instituting a centralized selling organization. The object would be to create uniform prices and to establish quotas for each plant. Although most steel industrialists realize that this would be in their interests, there have been some arguments over the assignments of quotas. Certain types of steel would be lowered in price and the prices for galvanized steel augmented. It is argued that the controlled domestic prices must be permitted to rise now that it is no longer possible to look to the export markets for very lucrative returns.

Due to the United States steel strike, a number of orders have come in and this has helped production considerably in the last month.

As to the metal fabrication industries, production declined from 169,000 metric tons in April to 136,000 at the end of August and to an estimated level of 115,000 tons in October, due chiefly to poor home demand. New orders are coming in slowly. An order to build a ship was received from Portugal in August. New agreements have been reached with Denmark and Holland for a substantial tonnage of metal products from Belgium. The industries look also to the public works program for stimulation of sales.

Now that the emergency postwar requirements have been met, the Belgian producers of flat glass suffer from lack of foreign markets, although demand in the home market has been quite good recently.

#### **Serious Over-Capacity in Belgian Glass Industry**

It seems likely that from now on there will be even more serious over-capacity in the Belgian glass industry than was the case prewar. In early 1948 production exceeded 1938 levels by roughly 20 per cent, but it has recently declined to scarcely more than 50 per cent of the prewar year. The list of foreign countries which have erected very high tariff barriers around their own more recent flat glass factories is a long one. Although few, if any, of these countries have as low costs or as efficient production as Belgium, it seems unlikely that now that their own factories have been erected they will be easily persuaded to subject them to Belgian competition. The outlook, in brief, is not encouraging for the future, even if payments difficulties are overcome.

Exports of china and earthenware products remain most difficult by reason of currency restriction measures taken by most customary markets. Foreign stocks continue to enter Belgium, in particular from Northern France, although the Belgian market is very limited and cannot absorb its own production, already greatly reduced. Employment in certain factories is reduced to 50 per cent. Manufacturers fear that the devaluation will greatly affect exports as the price of English goods, their main competitor, was already lower than their own before devaluation took place.

As to the pottery and pipe division of this industry, production is still good. New orders from various countries continue to be received. There is no unemployment in this sector.

#### **Position of Textile Industry Good**

The position of the textile industry in general has become quite strong in recent months, there being a good demand for both exports (Germany reappearing as a buyer) and for domestic requirements. German orders have been received recently for both cloth and thread of various kinds.

The most recent figures indicate that the spinning mills in September and October were more active than they had been since April, 1948. In



the field of weaving the following figures are the latest available, although it is reported that in all sectors there has been increased activity since August:

**(Percentages of 1948, by Weight)**

	1947 Year	1948 Year	1949 April	1949 May	1949 June	1949 July	1949 August
Cotton and Fibranne	138.0	126.6	120.6	118.8	119.2	102.7	113.2
Flax .....	95.5	55.5	52.1	51.5	51.5	46.5	47.3
Wool .....	143.6	124.3	132.2	128.8	125.5	120.2	132.1
Rayon* .....	143.6	188.8	191.2	196.1	206.1	178.9	175.9
Jute .....	89.0	99.0	104.9	106.5	106.6	86.8	97.3

\* Other yarns included.

The recovery in textiles comes at a most opportune time to counter-balance the deterioration in the steel and metal products categories. The effects of the various devaluations were awaited with considerable concern by the Belgian textile industry but a hopeful feeling now prevails in view of the continued favourable results that have been obtained since the events of September 18 and 22. The chief weak area in textiles is jute spinning.

The clothing industry, which has been in a distressed condition with high unemployment, is hopeful because of the provisions in the new Benelux treaty which should result in greatly increased exports to the Netherlands.

#### **Some Cement Factories Being Re-equipped and Modernized**

Some cement factories are being re-equipped and modernized. One factory near Liège is installing modern equipment with the help of Marshall Aid funds, equipment being imported from the United States. This new factory is expected to produce 500 tons of cement daily.

The index of activity, which in March stood at 90 per cent of prewar, had by October reached an estimated figure of 112 per cent. Production in September rose to 290,000 metric tons. There were 59 furnaces in activity in September, an increase of 10 in three months.

To the end of May this year, Holland had imported from Belgium only 13,523 tons compared with 67,621 tons for the same period last year. The Netherlands was obtaining most of its cement from Germany and Poland. It is not yet decided how much Belgian cement the Netherlands will take under the Benelux preunion agreement. Polish cement is now competing with Belgian cement on the Argentine market.

The public works program to be undertaken by the Belgian government should provide an increased domestic market.

German competition for the chemical industry is intensified on exterior or foreign markets and prices are falling.

#### **Visas Not Required to Visit Certain European Countries**

Canadian citizens holding valid Canadian passports may now visit Switzerland, Sweden and Denmark without visas for periods of three months and Belgium and Luxembourg, under the same conditions, for periods of two months.

Negotiations are under way with other countries of Western Europe which may result in similar relaxation of the entrance requirements for Canadian travellers.

# Trade Commissioners Comprise Active Sales Promotion Force

*George R. Heasman reveals examples of business secured for Canadian exporters over period of years—Selection and training of foreign service officers outlined—Businessmen urged to take full advantage of facilities provided by Trade Commissioner Service through its 45 offices throughout world.*

**E**XAMPLES of promotional efforts by Canadian trade commissioners to secure business for firms in this country were provided recently by George R. Heasman, Director of the Canadian Trade Commissioner Service, in an address to members of the Chartered Accountants Club, in Ottawa. Although the functions of trade commissioners, and the assistance they are in a position to render, are generally understood by well-established firms, many of the more interesting methods whereby they are enabled to secure orders are confined to the reports submitted periodically for the information of head office personnel. In his review, Mr. Heasman explained that the Canadian Trade Commissioner Service was one of the most highly trained sales promotional forces in the world. In fact, it could be described as a two-million-dollar organization.

"If you are not export conscious," he said, "you have a right to inquire whether you are getting value for your money, whether this sales force is really producing, how it works, who are the salesmen, how they are recruited, and why these trade commissioners are held so high in the opinion of manufacturers and exporters."

The service had its origin in 1897, with the appointment of one trade commissioner. Canada was the first country to establish a trade commissioner service. Other countries had consuls and commercial attachés, but only part of their time was spent in actual trade promotion. In just over fifty years, the service has been expanded to forty-five offices, staffed by ninety-five trade commissioners and assistant trade commissioners, in forty countries.

When, in 1947, ten assistant trade commissioners were required, the Civil Service Commission was advised that they had to be under 31 years of age, to be university graduates, preferably with a Bachelor of Commerce degree, or honor graduates in economics, and that candidates should preferably have a knowledge of one or more languages. Applications were received from some 171 candidates, 154 of whom were required to write two difficult papers of three hours each; one to test the candidate's general intelligence and the other his knowledge of international trade. Forty-eight with the highest marks were selected for an oral examination.

## **Requirements of Assistant Trade Commissioners**

Candidates were rated in accordance with their ability to discuss business trends, their initiative, energy and drive, their ability to inspire confidence, their general appearance, manners, dress and grooming, the likelihood of their working well with those below and above them, and their command of language, fluency, correct usage, sentence structure and articulation. Ten with the highest rating were called to Ottawa for a period of training at headquarters.

These young men were finally given a tour from Halifax to Vancouver, during which they visited hundreds of manufacturing firms. They also



received lectures in the foreign trade departments of Canadian banks and insurance companies interested in the foreign field. On completion of this training period, the new assistant trade commissioners had just about as thorough a knowledge of Canadian industry, Canadian business methods, and Canadian export trade as it is possible to obtain.

This procedure has been followed for the last twenty-five years in recruiting and training foreign service officers for the field. When they finally go abroad, the Department has an investment of well over \$5,000 in each young officer. With this investment in training, it is necessary to pay foreign service officers well in order to retain their services. They start at a salary of \$3,000 and may receive as much as \$7,800. They also receive a rent allowance, club allowance, allowance for their children's education in a foreign country, a representation allowance and a cost-of-living allowance, which is computed by the Dominion Bureau of Statistics for each foreign country.

Foreign service officers are "salesmen in every sense," Mr. Heasman continued, though they do not carry round an order book, and look upon themselves as representatives of every Canadian manufacturer, ready to render him all possible service and advice in marketing his product in their respective territories. Canadian exporters are encouraged to send out samples of their products, and the trade commissioner will actively pound the pavements in an effort to find a reliable and suitable agent. He will endeavour to explain the merits of a particular product, whether it is a piece of machinery, a new kind of jelly powder, a patent medicine or a new line of foundation garments, to indicate prices and, in fact, do everything that a firm's paid salesman would do, short of taking the order. At this stage, the prospective importer is requested to write the Canadian manufacturer. The trade commissioner does likewise, recommending the foreign importer as a reliable firm with which to do business.

### **Sales of Shingles Secured in South Africa**

One trade commissioner found, when in South Africa, that most homes were roofed with red tiles or galvanized iron. He secured a small shipment of cedar shingles from Canada, and was able to convince local architects that cedar shingles were still in use in Vancouver after eighty years. When he was transferred, hundreds of homes were being roofed with cedar shingles, and their popularity was steadily increasing.

Canadian wallboard was introduced into Malaya in much the same way, meeting the competition of a product made from sugar cane waste. It was essential that this building material should be proof against termites, which are prevalent in that part of the world. The original samples, which had been buried in a white ant nest, were practically eaten away. Additional, treated samples were obtained from Canada and likewise buried. A number had not been touched, and the company concerned was notified accordingly. Substantial orders for this building material were thus obtained, and a market was subsequently developed in other parts of the world, where the firm was enabled to provide a guarantee that its product was proofed against termites.

A Canadian manufacturer sought from one trade commissioner an explanation of the fact that the product of a competitor was being sold at or near what he knew must be the cost price. Investigation revealed that the Chinese importer was selling the foreign article at cost, because the container was substantial and lined with zinc, for which a market had been found. He was satisfied with the profit from the sale of the packing cases, and did not seek a profit on the sale of the actual product.

Tribute was paid by a Canadian shipbuilding firm to a trade commissioner in a Latin American country that had negotiated a contract for the construction in Canada of ships costing many millions of dollars, as his tact, business ability and knowledge of local conditions had greatly facilitated the successful conclusion of this deal. When a further order was pending, the trade commissioner was given full power to negotiate the contract, and special permission was sought for him to sign the contract on behalf of the shipbuilding firm.

#### **Canadian Flour Introduced into Java**

Canadian flour was introduced into Java through the efforts of a trade commissioner. It was produced largely from hard Northern wheat, and was so much stronger in gluten than the soft-wheat flour from Australia that the Chinese bakers could obtain a larger number of loaves from a bag of Canadian flour. The price was too high, however, and another approach was tried. By mixing 40 per cent Canadian flour with 60 per cent soft-wheat Australia flour, it was found that more loaves of bread could be produced and a larger profit made by the Chinese baker than if he used only soft-wheat at the lower price.

The office of the trade commissioner in Karachi, Pakistan, was instrumental in securing for Canada an order for \$500,000 worth of railway ties, and inquiries have been received for capital equipment running into millions of dollars. Although the office in Istanbul has been in operation less than a year, a market has been found for various products, and the trade commissioner was largely responsible for an order worth \$700,000 being placed by the Turkish Government. Moreover, Mr. Heasman pointed out, the fact of a new office being opened often encourages Canadian exporters to enter the market.

Notwithstanding the decline in exports of some secondary manufactures, trade commissioners report that during 1948 they were responsible for establishing over 400 agencies or buying connections for Canadian exporters throughout the world, and they were of direct assistance in obtaining initial export orders valued at many millions of dollars. A special effort was being made to establish a market in the United States for Canadian products and, although this was a difficult market, a measure of success was achieved.

With changing times and conditions, there has been some change in the work of many trade commissioners. With the prevalence of export controls, import controls, exchange restrictions and other barriers to trade, it happens that more assistance is rendered to Canadian firms already exporting to a given country, in obtaining import licences and facilitating a continuation of trade, than in establishing new agencies for exporters. Early this year, for example, a metal shipment was already en route to Portugal, when the importer cabled that his import licence had expired. Furthermore, the letter of credit had also expired. The Canadian exporter was faced with the necessity of paying the freight on this shipment to Portugal and also the cost of returning the shipment to this country. Through the efforts of the trade commissioner, the local authorities were persuaded to issue a licence, and the importer was persuaded to renew his letter of credit. Instead of sustaining a substantial loss, as anticipated, the exporter was enabled to make a substantial profit on the transaction.

#### **Wide Variety of Reports Supplied from Field**

In addition to direct trade promotion, a trade commissioner is required to provide credit reports, market reports and economic reports. He assists in collecting bad debts and last year aided in the settlement of 165 com-



plaints. Disposal is made of distressed shipments arriving in his territory, and arrangements are made for the release of goods when shipping documents are delayed, thereby eliminating heavy warehouse charges.

Trade commissioners also keep in touch with hundreds of established agents of Canadian exporters throughout the world, to ensure that they have not taken on competing lines of products to the detriment of Canadian firms they have undertaken to represent. Finally, when a Canadian businessman arrives in his territory, a trade commissioner places his office at the disposal of the visitor, makes appointments on his behalf and, when necessary, accompanies him on his local calls, often acting in the capacity of interpreter. In conclusion, Mr. Heasman said the files of the Department of Trade and Commerce were filled with thousands of letters from exporters, testifying to the help received from trade commissioners in marketing their products in foreign lands. He was convinced that the success of Canada in developing markets for manufactures could be largely attributed to the efforts of Canadian trade commissioners, since the first foreign service officer was appointed over fifty years ago.

**Benelux Makes Tariff Concessions Effective**

The Benelux Union will bring into effect, without reservation, on January 1, 1950, the tariff concessions negotiated at Annecy in 1949, according to information received by the Commercial Relations and Foreign Tariffs Division, Department of Trade and Commerce.

**Belgian Congo is Important Importer of Fresh Meat and Fish**

Leopoldville, November 24, 1949.—(FTS)—Even though the Belgian Congo has made rapid strides to increase her supplies of live stock and to develop her native fisheries over the past two years, the Colony is still an important importer of fresh meat and fish (fresh, frozen, dried, and tinned). During 1949 the following supplies of fresh meat were imported: Southern Rhodesia, 500 tons; Angola, 900 tons; South Africa, 1,000 tons (fresh, frozen, etc.).

The smoked and salted fish imports totalled over 140,000,000 francs during 1948 (approximately 14,555,661 kilos) with 75 per cent of the smoked fish coming from Angola. The salted fish came principally from Kenya and Uganda (20,500,000 francs), Angola (12,000,000 francs) and Portugal (2,000,000 francs).

Of the total of approximately 27 million francs of imported tinned fish, Canadian suppliers shipped between 40 and 45 per cent of this quantity during 1948. For the first eight months of 1949, according to the Belgian Congo statistics, Canadian packers of tinned sardines and herrings are obtaining a firmer position in this market as indicated by the following:

	Total Net Kilos	Francs
Sardines-Tinned .....	123,332	3,563,059
CANADA.....	75,836	2,134,329
Herrings-Tinned .....	314,374	5,041,578
CANADA.....	172,303	2,577,949

(Editor's Note.—Many of the Canadian shipments are routed through the port of New York in bond and shipping bills of lading are made in the United States. The Belgian Congo gives credit for such shipments to the United States. On this basis, the above 1949 Canadian export figures are, in reality, higher than those shown above.)

# Canadian Exports, by Areas

Country	November			January—November		
	1938	1948	1949	1938	1948	1949
(Millions of Dollars)						
COMMONWEALTH COUNTRIES						
United Kingdom and Europe.....	36.3	57.8	58.6	318.4	648.6	667.4
America.....	2.4	9.4	2.9	20.3	103.7	49.1
Africa.....	1.2	11.0	4.2	16.9	86.6	78.9
Asia.....	0.7	8.4	10.3	7.6	51.6	97.9
Oceania.....	3.8	5.6	3.1	45.1	46.7	45.1
TOTAL COMMONWEALTH COUNTRIES..	44.3	92.1	79.1	408.3	937.3	938.4
FOREIGN COUNTRIES						
United States and Possessions.....	28.6	165.6	172.6	247.5	1,361.5	1,358.1
Latin America.....	1.7	8.1	9.2	16.3	107.4	111.2
Europe.....	7.4	17.7	19.7	67.9	278.2	203.7
Other Foreign Countries.....	3.9	10.4	11.7	28.7	74.6	96.0
TOTAL FOREIGN COUNTRIES.....	41.7	201.8	213.2	360.4	1,821.7	1,769.1
TOTAL DOMESTIC EXPORTS.....	86.0	293.9	292.3	768.7	2,759.0	2,707.4

## Canadian Exports, by Countries

Country	November			January—November		
	1938	1948	1949	1938	1948	1949
(Thousands of Dollars)						
COMMONWEALTH COUNTRIES						
<b>Europe:</b>						
United Kingdom.....	35,750	56,670	56,807	314,154	638,400	655,072
Eire.....	529	476	1,820	3,862	6,980	8,646
Gibraltar.....			4	6	6	332
Malta.....	20	633	16	366	3,243	3,315
TOTAL EUROPE.....	36,299	57,779	58,647	318,388	648,629	667,365
<b>America:</b>						
Newfoundland.....	1,075	4,816		7,611	49,376	(a) 9,229
Bermuda.....	131	316	213	1,255	3,679	3,267
Barbados.....	87	520	265	959	5,238	4,690
Jamaica.....	395	517	949	4,039	11,474	8,316
Trinidad and Tobago.....	379	1,748	641	3,280	16,073	11,508
Bahamas.....		166	169		3,282	2,102
Leeward and Windward Islands.....	145	506	253	1,626	5,637	4,151
British Honduras.....	21	108	41	257	1,084	541
British Guiana.....	133	683	386	1,264	7,851	5,293
Falkland Islands.....						7
TOTAL AMERICA.....	2,366	9,380	2,917	20,291	103,694	49,104
<b>Africa:</b>						
Northern Rhodesia.....		132	15		532	537
Union of South Africa.....	1,060	10,221	3,670	14,715	77,172	71,379
Other British South Africa.....					5	14
Southern Rhodesia.....	65	200	140	978	2,486	2,564
Gambia.....	2			19	26	7
Gold Coast.....	25	155	204	173	1,890	1,396
Nigeria.....	9	26	9	70	737	1,041
Sierra Leone.....	9	45	17	174	675	290
Other British West Africa.....					6	
Anglo-Egyptian Sudan.....	3	1		209	42	35
British East Africa.....	50	226	121	600	3,060	1,622
TOTAL AFRICA.....	1,223	11,006	4,176	16,938	86,631	78,885

NOTE: Throughout this bulletin, totals represent sums of unrounded figures, hence may vary slightly from sums of rounded amounts.

Newfoundland Foreign Trade included from April 1, 1949; November, \$11.0 million; eight months ended November, \$66.7 million. (a) January—March, 1949.



# Canadian Exports, by Countries—Continued

Country	November			January - November		
	1938	1948	1949	1938	1948	1949
<b>COMMONWEALTH COUNTRIES—Conc.</b>						
(Thousands of Dollars)						
<b>Asia:</b>						
India.....	343	3,925	6,517	2,671	24,912	65,927
Pakistan.....		2,177	2,074		3,902	15,532
Burma*.....	6			119		
Ceylon.....	12	115	40	185	1,578	2,082
Aden.....	3	217	1	83	1,464	52
British Malaya.....	146	789	295	2,227	8,490	5,256
Other British East Indies.....				5	16	2
Hong Kong.....	153	718	1,367	2,151	7,359	9,026
Israel†.....	6	415		138	3,887	
<b>TOTAL ASIA.....</b>	<b>669</b>	<b>8,356</b>	<b>10,294</b>	<b>7,579</b>	<b>51,608</b>	<b>97,877</b>
<b>Oceania:</b>						
Australia.....	2,329	4,453	2,284	30,040	31,025	31,455
New Zealand.....	1,396	1,124	801	14,693	15,069	13,017
Fiji.....	38	20	6	337	481	588
Other Oceania.....				44	140	59
<b>TOTAL OCEANIA.....</b>	<b>3,763</b>	<b>5,597</b>	<b>3,091</b>	<b>45,114</b>	<b>46,715</b>	<b>45,119</b>
<b>TOTAL COMMONWEALTH COUNTRIES.....</b>	<b>44,322</b>	<b>92,116</b>	<b>79,124</b>	<b>408,314</b>	<b>937,279</b>	<b>938,351</b>
<b>FOREIGN COUNTRIES</b>						
<b>United States and Possessions:</b>						
United States.....	28,387	163,307	171,333	245,725	1,353,155	1,343,693
Alaska.....	2	191	62	116	666	958
American Virgin Islands.....	5	2	19	32	114	120
Hawaii.....	165	1,392	516	1,342	5,322	7,577
Puerto Rico.....	32	708	641	312	1,984	5,617
United States Oceania.....		44	8	3	293	165
<b>TOTAL UNITED STATES AND POSSESSIONS.....</b>	<b>28,591</b>	<b>165,644</b>	<b>172,579</b>	<b>247,530</b>	<b>1,361,534</b>	<b>1,358,130</b>
<b>Latin America:</b>						
Argentina.....	621	376	354	4,503	15,524	2,859
Bolivia.....	9	40	67	102	866	1,014
Brazil.....	310	1,794	945	3,307	23,054	15,925
Chile.....	65	221	157	551	3,953	3,144
Colombia.....	99	492	355	1,079	7,438	7,430
Costa Rica.....	9	83	134	89	931	1,599
Cuba.....	85	651	1,295	1,115	9,878	12,594
Dominican Republic.....	14	161	229	287	2,026	1,946
Ecuador.....		103	84	49	1,112	1,545
El Salvador.....	6	53	77	44	997	795
Guatemala.....	8	94	239	107	1,383	1,393
Haiti.....	4	146	124	110	1,215	1,469
Honduras.....	25	47	44	159	523	660
Mexico.....	166	1,296	1,842	2,187	13,686	13,675
Nicaragua.....	2	77	30	71	629	567
Panama.....	28	152	577	286	2,537	13,260
Paraguay.....			2	9	354	131
Peru.....	105	91	397	842	2,256	6,913
Uruguay.....	22	301	204	205	3,723	1,867
Venezuela.....	130	1,878	2,065	1,168	15,269	22,433
<b>TOTAL LATIN AMERICA.....</b>	<b>1,708</b>	<b>8,056</b>	<b>9,221</b>	<b>16,270</b>	<b>107,354</b>	<b>111,219</b>
<b>Europe:</b>						
Albania.....		20		8	90	
Austria.....		153	25	8	2,923	3,411
Belgium and Luxembourg.....	966	2,601	6,517	8,837	28,625	46,622
Bulgaria.....		3	14	9	122	196
Czechoslovakia.....	52	681	327	3,144	11,287	2,842

\*See Foreign Countries from January 1, 1948.

†See Foreign Countries from January 1, 1949

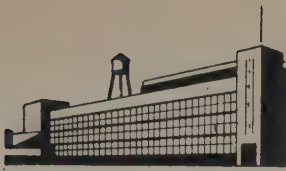
# Canadian Exports, by Countries—Concluded

Country	November			January—November		
	1938	1948	1949	1938	1948	1949
<b>FOREIGN COUNTRIES—Con.</b>						
(Thousands of Dollars)						
<b>Europe—Con.</b>						
Denmark.....	194	815	80	1,367	6,861	2,943
Estonia.....				2		
Finland.....	27	53	34	477	2,210	595
France.....	715	658	1,338	8,229	78,182	34,171
Germany.....	2,404	835	349	16,747	11,663	22,840
Greece.....	1	294	180	1,565	8,946	2,243
Hungary.....		9		2	772	74
Iceland.....		4	6	17	1,665	726
Italy.....	146	2,514	1,630	1,573	30,838	10,936
Latvia.....	3			234		
Lithuania.....	46			894		
Netherlands.....	969	1,750	1,600	9,785	39,201	12,689
Norway.....	1,046	3,464	2,202	7,475	18,732	20,076
Poland.....	94	147	82	992	5,638	1,170
Portugal.....	7	734	546	127	2,984	7,747
Azores and Madeira.....			7	3	64	75
Roumania.....	1	16	15	39	402	254
Spain.....	1	37	48	100	563	362
Sweden.....	607	141	201	4,709	6,969	4,970
Switzerland.....	60	2,273	4,355	691	17,275	28,196
U.S.S.R. (Russia).....	87		1	881	105	91
Yugoslavia.....	2	480	94	10	2,111	454
<b>TOTAL EUROPE.....</b>	<b>7,428</b>	<b>17,682</b>	<b>19,651</b>	<b>67,925</b>	<b>278,228</b>	<b>203,683</b>
<b>Other Foreign Countries:</b>						
Afghanistan.....		1	3		42	14
Arabia.....			78			2,756
Belgian Congo.....	26	134	178	93	1,850	2,244
Burma*.....		27			151	54
China.....	207	1,646	1,155	2,434	22,377	13,396
Greenland.....		8			82	16
Egypt.....	50	538	100	340	9,198	4,681
Ethiopia.....		2	2		72	42
French Africa.....	6	304	38	533	2,509	2,129
French East Indies.....	7	108	27	27	430	188
French Guiana.....				6	129	129
French Oceania.....	3		3	74	54	275
French West Indies.....	8	4	9	154	536	65
Madagascar.....	1		66	8	392	227
St. Pierre and Miquelon.....	30	122	135	247	1,270	1,124
Iran.....	12	21	4,394	80	509	10,107
Iraq.....	2	89	22	39	810	450
Transjordan.....						177
Tripoli.....		3			4	11
Other Italian Africa.....						
Japan.....	3,284	1,520	226	18,910	5,963	4,412
Korea.....			1		23	50
Liberia.....	2	10	7	19	118	115
Morocco.....	2	210	118	93	1,522	1,090
Indonesia.....	80	999	419	752	7,122	4,263
Netherlands Guiana.....	5	73	95	34	618	864
Netherlands Antilles.....	17	196	190	192	1,992	1,840
Israel†.....			1,764			11,504
Philippine Islands.....	123	1,525	1,813	1,308	8,328	12,783
Portuguese Africa.....	57	200	383	1,319	2,690	3,306
Portuguese Asia.....		48		1	99	162
Siam.....	2	37	65	18	545	688
Canary Islands.....			3	3	6	43
Spanish Africa.....		1	14		54	77
Syria.....	5	2,408	101	59	3,688	3,067
Turkey.....		172	292	1,916	1,440	13,678
<b>TOTAL OTHER FOREIGN.....</b>	<b>3,929</b>	<b>10,406</b>	<b>11,701</b>	<b>28,659</b>	<b>74,623</b>	<b>96,027</b>
<b>TOTAL FOREIGN COUNTRIES.....</b>	<b>41,658</b>	<b>201,789</b>	<b>213,153</b>	<b>360,382</b>	<b>1,821,741</b>	<b>1,769,060</b>
<b>TOTAL DOMESTIC EXPORTS.....</b>	<b>85,979</b>	<b>293,905</b>	<b>292,278</b>	<b>768,696</b>	<b>2,759,020</b>	<b>2,707,411</b>

\*See British Countries prior to 1948.

†See British Countries prior to 1949.





## Industrial Inquiries

Firms in foreign countries consider Canada as a possible market for their products, some of which may be manufactured here for domestic consumption and for export. The following inquiries have been received by the Industrial Development Division, Foreign Trade Service, which is in a position to furnish information concerning the company concerned and its products. In submitting requests for further details, the file number should be quoted.

**Pressure Cooker**—A Swiss firm is now producing and distributing widely in Europe a pressure cooker of new design which it is offering to the Canadian trade through license or royalty arrangements for its production and distribution in this country. (File 1-421).

**Auto Theft Prevention System**—A French firm has developed a device to prevent the theft of automobiles, which it is now offering to Canadian firms on a license or royalty basis. This anti-theft device is electrical and operates off the ignition switch by use of a special ignition switch key. (File 5-113).

**Hobbing Machine**—A British firm desires to contact a Canadian machinery manufacturer with the object of entering in arrangements on a license or royalty basis for the production of a hobbing machine which has been a popular item on the Canadian market. (File 5-1449).

**Fertilizer Distributor**—An implement manufacturer in Scotland is offering for production and sale in Canada under license or royalty basis a tractor-transporter type of fertilizer and grain distributor which can also be operated efficiently as a duster when fitted with duster blades and windshield. This implement comes in three models. (File 5-1372).

**Anti-Rust Treatment for Ships**—Attention has been directed to a new system of applying anti-rust and anti-fouling paint to ships which, although invented in Germany, is now being developed by a Swedish firm in Stockholm. This process has not been specifically offered to the Canadian market, but it is felt that if interest is created here the Swedish firm might consider entering into negotiations for its production and sale in Canada. (File 5-113).

### CANADIAN TRADE WITH SOUTHEAST ASIA

For trade statistical purposes, the chart on pages 1140-1141 pertains to the following territories:

Malaya—Colony of Singapore and the Federation of Malaya (Perak, Selangor, Negri Sembilan, Pahang, Johore, Kedah, Perlis, Kelantan and Trengganu, Malacca, Penan and Province Wellesley).

Other British East Indies—Keeling Islands, Laccadive, Maldive, Andaman, Christmas and Nicobar Islands, Sarawak, Brunei, North Borneo, Labuan and other smaller possessions.

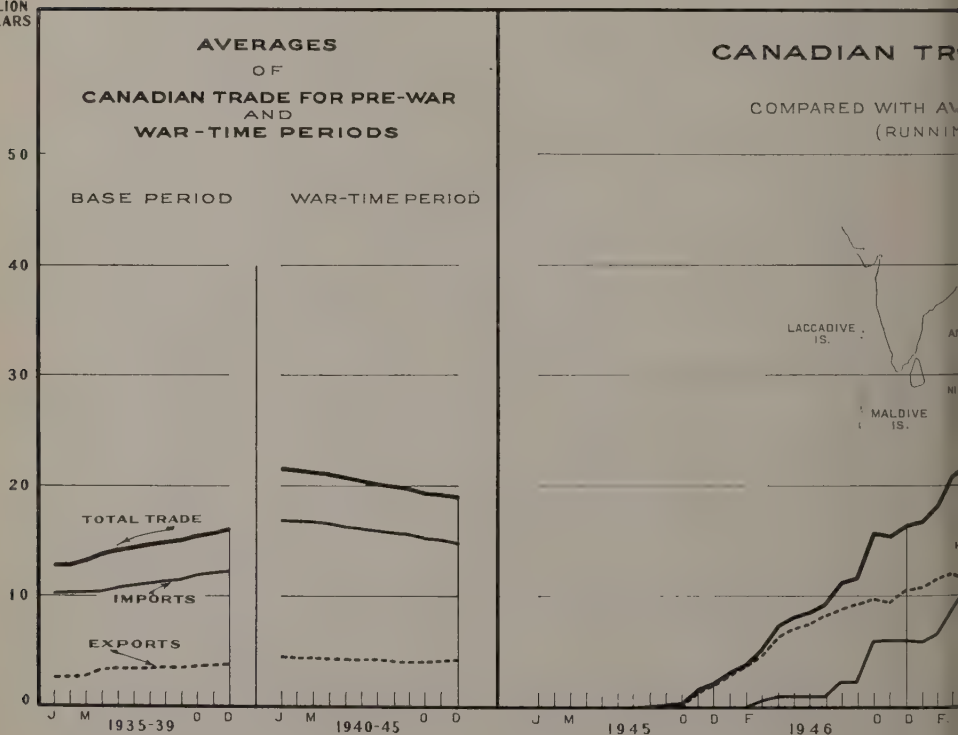
Indonesia—Java and Madura; Bali, Banda, Borneo (except North Coast), and the Anambas Islands, Laut, Natuna, etc. (except Labuan), adjacent to Borneo; Celebes and the islands of Bintang, Pangansane, Sangir, Siao, etc., adjacent to the Celebes; Flores, Lombok, the Molukkas (including Amboina, Ceram, Gilolo, Buru, Ternato, etc.); New Guinea, Solar, Sumba (Sandalwood), Sumbawa; Sumatra and the islands of Banca, Billiton, Bintang, Karimata, Riau-Lingga Archipelago, Sinkop, etc., off the east coast of Sumatra, and Engano, Mego, Nias, Pagai, etc., off the west coast of Sumatra; Timor Island (part); and the islands of Kisser, Savu, Semaou, Wetter, etc., adjacent to Timor; and other islands in Malaysia belonging to the Netherlands not specified).

# CANADIAN TRADE V

## Imports

Country	Twelve Months Ended September					
	Average 1935-39		1948		1949	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Malaya.....	10,458	91.8	19,724	90.8	19,476	91.2
Other British East Indies.....	70	0.6	81	0.4	21	0.1
Indonesia.....	778	6.8	1,838	8.5	1,769	8.3
Siam.....	85	0.7	71	0.3	80	0.4
TOTAL.....	11,392	100.0	21,714	100.0	21,346	100.0

MILLION  
DOLLARS





# I SOUTHEAST ASIA

## Exports

Country	Twelve Months Ended September					
	Average 1935-39		1948		1949	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Malaya.....	2,064	59.2	8,655	54.2	7,511	52.4
Other British East Indies.....	5	0.1	16	0.1	3	<sup>1</sup>
Indonesia.....	1,396	40.1	6,869	43.0	6,106	42.6
Siam.....	20	0.6	426	2.7	720	5.0
TOTAL.....	3,485	100.0	15,966	100.0	14,340	100.0

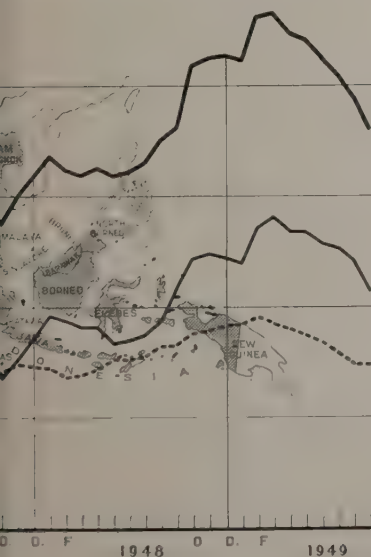
<sup>1</sup> Less than one-tenth of one per cent.

Prepared by Dominion Bureau of Statistics

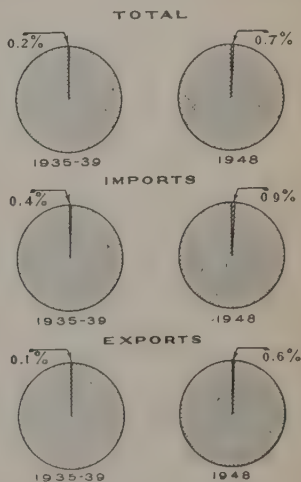
### WITH SOUTHEAST ASIA

5-49

OR BASE AND WAR-TIME PERIODS  
(VE-MONTH TOTALS)



### RELATIVE PROPORTIONS OF TRADE WITH SOUTHEAST ASIA TO TOTAL CANADIAN TRADE AVERAGE FOR THE BASE PERIOD COMPARED WITH LATEST COMPLETED CALENDAR YEAR





## Trade Fair News

Information of particular interest to firms planning participation in the Canadian International Trade Fair, being held in Toronto from May 29 to June 9, 1950, will be published from week to week in this column.

Maximum representation of local business interests from every part of Canada in the forthcoming 1950 Canadian International Trade Fair is heralded by the formation of a nation-wide network of local trade fair committees, to be headed by the responsible trade development officials of provincial governments. Membership of the committees will include representatives of local business organizations, including the Canadian Manufacturers' Association, chambers of commerce, boards of trade, retail merchants' associations, commercial travellers' associations, junior chambers of commerce, and prominent local businessmen. They will be organized on a regional basis to insure that the local business interests of every part of Canada share to the fullest extent in the trade promotion opportunities presented at the Trade Fair.

This development originated with discussions at the Interprovincial Trade Conference, held in Lindsay last September, followed by an exchange of correspondence between the federal and provincial governments. It culminated with the recent completion of a three-week tour by trade fair executives to finalize preliminary plans with provincial organizers from Newfoundland to British Columbia.

A fairly uniform pattern of operations developed from these meetings. Representative space will be provided at the trade fair for each of the provincial governments and a number of composite exhibits of regional products are planned on a co-operative basis in addition to the separate displays of individual producers. Combined exhibits by Alberta food producers and packers, and composite displays of potatoes, lobsters and oysters from Prince Edward Island are typical of the co-operative projects being planned. Provincial utilities are interested in the new opportunity offered by the acceptance, for the first time, of regional displays.

The local committees will co-ordinate planning and publicity designed to stimulate representation of both exhibitors and visitors from their territories. Two provinces, New Brunswick and Saskatchewan, are already planning special trains to carry visitors to the trade fair.

Trade Fair planners particularly welcome these developments as an assurance that the whole range of Canadian productivity will be represented in substantial variety and volume to insure favourable comparison with the sharply increased representation of overseas exhibitors which will be evident in 1950. In anticipation of much greater demand, they have provided for 40 per cent more exhibit space in 1950 than was used in 1949. However, the demand from abroad is so great that the initial allocations of space, which is already more than half gone, have been roughly 80 per cent to overseas exhibitors and 20 per cent to Canadian. This international representation is valuable in attracting maximum attendance of world buyers, but proportionate participation of Canadian producers is desirable to insure that Canada as a whole receives the maximum benefits from the opportunities presented.





## Ocean-Going Sailing Schedules

Information contained in the following list of sailings is furnished by the steamship companies and agents concerned. This is the latest available, and is subject to change after *Foreign Trade* has gone to press.

The loading date and name of ship are not indicated in some instances, as information available is not sufficiently definite to mention the ship concerned. Exporters should seek further details from the operator or agent mentioned.

Ships loading within ten days of the publication date of this issue are not included.

### DEPARTURES FROM HALIFAX

\* Calls at Saint John.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>Aden—</b>			
Port Aden.....	{ January 9-13 February 9-14	<i>Wetterreden</i> <i>Adrastus</i>	Cunard Donaldson Cunard Donaldson
<b>Africa-South and East—</b>			
Cape Town.....	January 10	<i>A Ship</i>	March Shipping
Port Elizabeth.....			
East London.....			
Durban.....			
<b>Argentina—</b>			
Buenos Aires.....	{ January 15-16 January 19-23	<i>Mormacmar</i> <i>Bowmonte</i>	Montreal Shipping Cunard Donaldson
<b>Belgium—</b>			
Antwerp.....	{ January 3-10 January 30	<i>Vasaholm</i> <i>Monte Gaspe</i>	Swedish American Montreal Shipping
<b>Brazil—</b>			
Santos.....	January 15-16 January 19-23	<i>Mormacmar</i> <i>Bowmonte</i>	Montreal Shipping Cunard Donaldson
Rio de Janeiro.....			
<b>China—</b>			
Shanghai.....	January 1-10	<i>Rockside</i>	March Shipping
<b>Colombia—</b>			
Barranquilla.....	January 20-26	* <i>Seaneholm</i>	Swedish American
Havana.....	January 10-16	* <i>Vretaholm</i>	Swedish American
<b>Cuba—</b>			
Santiago.....	January 15-20	<i>Dufferin Bell</i>	Pickford and Black
<b>Denmark—</b>			
Copenhagen.....	January 3-10	<i>Vasaholm</i>	Swedish American
<b>Dominican Republic—</b>			
Ciudad Trujillo.....	January 15-20	<i>Dufferin Bell</i>	Pickford and Black
<b>Egypt—</b>			
Alexandria.....	January 9-13 February 9-14	<i>Wetterreden</i> <i>Adrastus</i>	Cunard Donaldson Cunard Donaldson
Port Said.....			
Suez.....			

# DEPARTURES FROM HALIFAX—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Finland—</b> Helsinki.....	January 3-10	<i>Vasaholm</i>	Swedish American
<b>France—</b> Le Havre.....	January 3-10	<i>Vasaholm</i>	Swedish American
<b>French-Indo China—</b> Saigon.....	January 14-18	<i>Steel Rover</i>	Isthmian Steamships
<b>Germany—</b> Hamburg.....	January 3-10 January 30	<i>Vasaholm</i> <i>Mont Gaspe</i>	Swedish American Montreal Shipping
<b>Haiti—</b> Port au Prince.....	January 15-20	<i>Dufferin Bell</i>	Pickford and Black
<b>India—</b> Bombay..... Calcutta.....	January 1-10	<i>Rockside</i>	March Shipping
<b>Indonesia—</b> Batavia..... Soengei Gerong.... Soerabaya..... Belawan-Deli.....	January 7-11 Jan. 28-Feb. 2	<i>Steel Executive</i> <i>St. Augustine Victory</i>	Isthmian Steamships Isthmian Steamships
Batavia..... Belawan-Deli.....	January 14-18 February 9-14	<i>Steel Rover</i> <i>Adrastus</i>	Isthmian Steamships o Cunard Donaldson
Batavia..... Samarang..... Soerabaya..... Cheribon..... Belawan-Deli.....	January 9-13	<i>Wettevreden</i>	Cunard Donaldon
<b>Israel—</b> Tel-Aviv..... Haifa.....	January 7-11 Jan. 28-Feb. 2	<i>Steel Executive</i> <i>St. Augustine Victory</i>	Isthmian Steamships Isthmian Steamships
<b>Malaya—</b> Penang..... Port Swettenham...	January 7-11 January 9-13 January 14-18 Jan. 29-Feb. 2 February 9-14	<i>Steel Executive</i> <i>Wettevreden</i> <i>Steel Rover</i> <i>St. Augustine Victory</i> <i>Adrastus</i>	Isthmian Steamships Cunard Donaldson Isthmian Steamships Isthmian Steamships Cunard Donaldson
<b>Netherlands—</b> Amsterdam..... Rotterdam.....	January 3-10	<i>Vasaholm</i>	Swedish American
<b>Netherlands Antilles—</b> Willemstad.....	January 20-26	<i>*Svaneholm</i>	Swedish American
<b>Norway—</b> Oslo..... Kristiansand..... Stavanger..... Bergen.....	January 3-10 January 30	<i>Vasaholm</i> <i>A Ship</i>	Swedish American Kerr Steamships
<b>Pakistan—</b> Karachi.....	January 1-10	<i>Rockside</i>	March Shipping
<b>Philippines—</b> Manila..... Iloilo..... Cebu.....	January 14-18	<i>Steel Rover</i>	Isthmian Steamships
<b>Puerto Rico—</b> San Juan.....	January 20-26	<i>*Svaneholm</i>	Swedish American
<b>Saudi Arabia—</b> Jeddah.....	January 9-13	<i>Wettevreden</i>	Cunard Donaldson
<b>Siam—</b> Bangkok.....	January 14-18	<i>Steel Rover</i>	Isthmian Steamships



# DEPARTURES FROM HALIFAX—Concluded

Destination	Loading Date	Vessel	Operator or Agent
<b>Singapore</b> .....	January 7-11 January 9-13 January 14-18 Jan. 29-Feb. 2 February 9-14	<i>Steel Executive</i> <i>Welleweden</i> <i>Steel Rover</i> <i>St. Augustine Victory</i> <i>Adrastus</i>	Isthmian Steamships Cunard Donaldson Isthmian Steamships Isthmian Steamships Cunard Donaldson
<b>Sweden—</b> Gothenburg..... Stockholm..... Malmo..... Norrköping.....	January 3-10	<i>Vasaholm</i>	Swedish American
<b>United Kingdom—</b> Avonmouth..... Swansea.....	Dec. 30-Jan. 6 January 18-23	<i>Egidia</i> <i>Montreal City</i>	Furness Withy Furness Withy
Liverpool.....	January 18-23 January 22 January 23-28 February 26	<i>Nova Scotia</i> (r) <i>Franconia</i> (r) <i>Seaboard Trade</i> <i>Franconia</i> (r)	Furness Withy Cunard Donaldson March Shipping Cunard Donaldson
London.....	January 8-11	<i>Seaboard Star</i>	March Shipping
<b>Uruguay—</b> Montevideo.....	January 15-16 January 19-23	<i>Mormacmar</i> <i>Bowplate</i>	Montreal Shipping Cunard Donaldson
<b>Venezuela—</b> La Guaira..... Maracaibo..... Puerto Cabello.....	January 20-26	* <i>Svanholm</i>	Swedish American
<b>West Indies—</b> Antigua..... Barbados..... Bermuda..... British Guiana..... Dominica..... Grenada..... Montserrat..... St. Kitts..... St. Lucia..... St. Vincent..... Trinidad.....	January 4-11 January 10-19 January 17-24 February 1-7 February 18-24 March 2-9	* <i>Lady Nelson</i> (r) <i>A Ship</i> * <i>Canadian Challenger</i> * <i>Lady Rodney</i> (r) * <i>Lady Nelson</i> (r) * <i>Canadian Challenger</i>	Canadian National Alcoa Steamships Canadian National Canadian National Canadian National Canadian National
Jamaica.....	January 15-20	<i>Dufferin Bell</i>	Pickford and Black
Jamaica..... Bahamas.....	January 17 January 31 February 14 February 28	<i>Canadian Constructor</i> <i>Canadian Cruiser</i> <i>Canadian Constructor</i> <i>Canadian Cruiser</i>	Canadian National Canadian National Canadian National Canadian National

## DEPARTURES FROM SAINT JOHN

\* Calls at Halifax.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>Africa-South and East—</b> Cape Town..... Port Elizabeth..... East London..... Durban..... Lourenço Marques.. Beira.....	January 4-14 January 25 January 28 February 4-14 February 20 March 15 March 20	<i>Chandler</i> <i>Vergelegen</i> <i>Thorstrand</i> <i>Cambray</i> <i>Thorshall</i> <i>Cargill</i> <i>Thorsiale</i>	Elder Dempster Shipping Limited Kerr Steamships Elder Dempster Kerr Steamships Elder Dempster Kerr Steamships
Mombasa.....	January 28 February 20 March 20	<i>Thorstrand</i> <i>Thorshall</i> <i>Thorsiale</i>	Kerr Steamships Kerr Steamships Kerr Steamships

# DEPARTURES FROM SAINT JOHN—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Australia—</b>			
Brisbane.....	January 15-24	<i>Ottawa Valley</i>	Montreal Australia New Zealand Line
Sydney.....			
Geelong.....			
Melbourne.....			
Adelaide.....			
	January 14	<i>Grey County</i>	Canada Steamships
	January 15	<i>Beaverdell (r)</i>	Canadian Pacific
	January 16-23	<i>Mont Sandra</i>	Montreal Shipping
	February 1-4	<i>Rouen</i>	Furness Withy
<b>Belgium—</b>	February 2	<i>Prins Philips Willem</i>	Shipping Limited
Antwerp.....	February 5	* <i>Beavercove (r)</i>	Canadian Pacific
	February 9	* <i>Beaverglen (r)</i>	Canadian Pacific
	February 9-15	<i>Wanstead</i>	Cunard Donaldson
	February 13	<i>Prins Alexander</i>	Shipping Limited
	February 15	* <i>Beaverlake (r)</i>	Canadian Pacific
	March 5	* <i>Beaverdell (r)</i>	Canadian Pacific
<b>Ceylon—</b>			
Colombo.....	January 20	<i>City of Philadelphia</i>	McLean Kennedy
<b>Colombia—</b>			
Barranquilla.....	January 27-28	* <i>A Ship</i>	Saguenay Terminals
<b>Dominican Republic—</b>			
Ciudad Trujillo.....	January 13-14	* <i>Benny (r)</i>	Saguenay Terminals
	January 27-28	* <i>A Ship</i>	Saguenay Terminals
<b>France—</b>			
Le Havre.....	January 14	<i>Grey County</i>	Canada Steamships
	February 1-4	<i>Rouen</i>	Furness Withy
	February 2	<i>Prins Philips Willem</i>	Shipping Limited
	February 13	<i>Prins Alexander</i>	Shipping Limited
Marseilles.....	January 20-24	<i>Capo Vita</i>	Furness Withy
<b>Germany—</b>			
Hamburg.....	January 16-23	<i>Mont Sandra</i>	Montreal Shipping
	February 2	<i>Prins Philips Willem</i>	Shipping Limited
	February 9-15	<i>Wanstead</i>	Cunard Donaldson
	February 13	<i>Prins Alexander</i>	Shipping Limited
<b>Haiti—</b>			
Port au Prince.....	January 13-14	* <i>Benny (r)</i>	Saguenay Terminals
<b>India—</b>			
Bombay.....	January 20	<i>City of Philadelphia</i>	McLean Kennedy
Madras.....			
Calcutta.....			
Cochin.....			
<b>Ireland—</b>			
Dublin.....	January 20-24	<i>Ramore Head</i>	McLean Kennedy
<b>Israel—</b>			
Tel-Aviv.....	January 12-13	<i>Tel Aviv</i>	J. T. Knight
Haifa.....			
<b>Italy—</b>			
West Coast Ports...	January 20-24	<i>Capo Vita</i>	Furness Withy
Genoa.....	January 11-16	<i>Mont Alta</i>	Montreal Shipping
<b>Mediterranean—</b>			
Western and Central Areas.....	January 11-16	<i>Mont Alta</i>	Montreal Shipping
<b>Morocco—</b>			
Tangiers.....	January 11-16	<i>Mont Alta</i>	Montreal Shipping
<b>Netherlands—</b>			
Amsterdam.....	January 14	<i>Grey County</i>	Canada Steamships
Rotterdam.....	January 16-23	<i>Mont Sandra</i>	Montreal Shipping
	February 2	<i>Prins Philips Willem</i>	Shipping Limited
	February 9-15	<i>Wanstead</i>	Cunard Donaldson
	February 13	<i>Prins Alexander</i>	Shipping Limited

# DEPARTURES FROM SAINT JOHN—Concluded

Destination	Loading Date	Vessel	Operator or Agent
<b>Netherlands Antilles—</b> Curaçao..... Aruba.....	January 27-28	<i>A Ship</i>	Saguenay Terminals
<b>New Zealand—</b> Auckland..... Wellington..... Lyttleton..... Dunedin.....			
<b>Pakistan—</b> Karachi.....	January 20	<i>City of Philadelphia</i>	McLean Kennedy
<b>Portugal—</b> Lisbon.....	January 16-23	<i>Mont Alta</i>	Montreal Shipping
<b>Puerto Rico—</b> San Juan.....	January 13-14	* <i>Benny</i> (r)	Saguenay Terminals
<b>United Kingdom—</b> Avonmouth.....	(January 11-18 Jan. 23-Feb. 3)	<i>Delilian</i> (r) <i>Dorelian</i> (r)	Cunard Donaldson Cunard Donaldson
Glasgow.....	(January 4-10 Jan. 27-Feb. 3)	<i>Norwegian</i> <i>Salacia</i> (r)	Cunard Donaldson Cunard Donaldson
Leith..... Newcastle.....	January 9-14 January 25-30	<i>Cairnvalona</i> <i>Cairnavon</i>	Furness Withy Furness Withy
Liverpool.....	January 18	<i>Empress of France</i> (r)	Canadian Pacific
	January 20-24	<i>Ramore Head</i>	McLean Kennedy
	January 20-26	<i>Arabia</i> (r)	Cunard Donaldson
	January 23	<i>Beaverburn</i> (r)	Canadian Pacific
	February 5	* <i>Beaverford</i>	Canadian Pacific
	February 15	* <i>Empress of France</i> (r)	Canadian Pacific
	February 24	* <i>Beaverburn</i>	Canadian Pacific
	March 1	* <i>Empress of France</i> (r)	Canadian Pacific
	March 22	* <i>Empress of Canada</i> (r)	Canadian Pacific
	(January 15 January 24-30 Jan. 27-Feb. 5	* <i>Beaverdell</i> (r) <i>Valacia</i> (r) <i>Vandalia</i>	Canadian Pacific Cunard Donaldson Cunard Donaldson
London.....	February 5	* <i>Beaver Cove</i> (r)	Canadian Pacific
	February 9	* <i>Beaver Glen</i> (r)	Canadian Pacific
	February 15	* <i>Beaver Lake</i> (r)	Canadian Pacific
	March 5	* <i>Beaverdell</i> (r)	Canadian Pacific
Manchester.....	(January 11-14 January 18-21	<i>Manchester Shipper</i> (r) <i>Manchester Commerce</i> (r)	Furness Withy Furness Withy
<b>Venezuela—</b> Puerto Cabello..... La Guaira..... Maracaibo.....	January 13-14	* <i>Benny</i> (r)	Saguenay Terminals

## DEPARTURES FROM VANCOUVER

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
<b>Africa-South and East—</b> Cape Town..... Port Elizabeth..... East London..... Durban.....	Mid-January February 10 March 10	<i>Nairnbank</i> <i>Silversandal</i> <i>Silvertask</i>	Seaboard Shipping Dingwall Cotts Dingwall Cotts
<b>Argentina—</b> Buenos Aires.....	(January 31 February 5 February 22 March 5	<i>P. &amp; T. Forester</i> <i>Hindanger</i> <i>P. &amp; T. Trader</i> <i>Falkanger</i>	Kingsley Navigation Empire Shipping Kingsley Navigation Empire Shipping



# DEPARTURES FROM VANCOUVER—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Australia—</b>			
Sydney.....	January 10	<i>Boolongena</i>	Empire Shipping
Melbourne.....	January 16	<i>Kanangoora</i>	Empire Shipping
Adelaide.....	January 26	<i>Sonoma</i>	Dingwall Cotts
Adelaide.....	January 10	<i>Waikawa</i>	Canadian Australasian
Sydney.....			
Sydney.....	January 7	<i>Alameda</i>	Dingwall Cotts
Melbourne.....			
Brisbane.....			
	January 13	<i>Los Angeles (r)</i>	Gardner Johnson
	January 19	<i>Cotton State</i>	Anglo-Canadian
	January 21	<i>Trondanger</i>	Canada Shipping
	January 26	<i>Paraguay (r)</i>	Gardner Johnson
<b>Belgium—</b>	January 29	<i>Washington</i>	Empire Shipping
Antwerp.....	Late January	<i>Laurits Swenson</i>	Anglo-Canadian
	February 3	<i>India</i>	Johnson Walton
	February 8	<i>Golden Gate (r)</i>	Gardner Johnson
	February 15	<i>Golden State</i>	Anglo-Canadian
	February	<i>Duivindyk</i>	Royal Mail Lines
<b>Brazil—</b>	January 13	<i>Don Anselmo</i>	Empire Shipping
Rio de Janeiro.....	January 25	<i>Moore MacRae</i>	Balfour Guthrie
Santos.....	February 5	<i>Hindanger</i>	Empire Shipping
	March 5	<i>Falkanger</i>	Empire Shipping
Santos.....	January 31	<i>P. &amp; T. Forester</i>	Kingsley Navigation
	February 22	<i>P. &amp; T. Trader</i>	Kingsley Navigation
<b>Canal Zone</b>			
Cristobal.....	January 26	<i>Santa Eliana</i>	Gardner Johnson
<b>Ceylon—</b>			
Colombo.....	February 3	<i>Høegh Silvermoon</i>	Dingwall Cotts
	March 3	<i>Salatiga</i>	Dingwall Cotts
<b>Chile—</b>			
Antofagasta.....	February 5	<i>Hindanger</i>	Empire Shipping
Valparaiso.....			
San Antonio.....	March 5	<i>Falkanger</i>	Empire Shipping
Valparaiso.....	January 25	<i>Marie Bakke</i>	Canada Shipping
San Antonio.....			
<b>China—</b>	January 19-20	<i>Java Mail</i>	Canadian Blue Star
Shanghai.....	Jan. 31-Feb. 1	<i>Ocean Mail (r)</i>	Canadian Blue Star
	February 10-11	<i>Island Mail (r)</i>	Canadian Blue Star
<b>Colombia—</b>			
Barranquilla.....	January 13	<i>Don Anselmo</i>	Empire Shipping
	February 3	<i>Don Aurelio</i>	Empire Shipping
<b>Costa Rica—</b>	January 13	<i>Don Anselmo</i>	Empire Shipping
Puntarenas.....	January 26	<i>Santa Eliana</i>	Gardner Johnson
	February 3	<i>Don Aurelio</i>	Empire Shipping
<b>Cuba—</b>			
Havana.....	January 13	<i>George D. Gratsos</i>	Empire Shipping
Santiago.....			
<b>Denmark—</b>			
Copenhagen.....	February 3	<i>India</i>	Johnson Walton
<b>Egypt—</b>			
Alexandria.....	January 13	<i>George D. Gratsos</i>	Empire Shipping
<b>El Salvador—</b>	January 13	<i>Don Anselmo</i>	Empire Shipping
La Libertad.....	January 26	<i>Santa Eliana</i>	Gardner Johnson
	February 3	<i>Don Aurelio</i>	Empire Shipping
<b>Fiji Islands—</b>			
Suva.....	March	<i>Thor I</i>	Empire Shipping

**DEPARTURES FROM VANCOUVER—Continued**

Destination	Loading Date	Vessel	Operator or Agent
<b>France—</b>			
Le Havre.....	{ January 19 Late January February 15	<i>Cotton State</i> <i>Trondanger</i> <i>Golden State</i>	Anglo-Canadian Canada Shipping Anglo-Canadian
Le Havre.....	January 29	<i>Washington</i>	Empire Shipping
Bordeaux.....			
Dunkirk.....			
<b>Germany—</b>			
Bremen.....	{ January 19 February 15 February	<i>Cotton State</i> <i>Golden State</i> <i>Duivindyk</i>	Anglo-Canadian Anglo-Canadian Royal Mail Lines
Bremen.....	January 29	<i>Washington</i>	Empire Shipping
Hamburg.....			
Hamburg.....	{ January 13 January 26 February 3 February 8	<i>Los Angeles</i> (r) <i>Paraguay</i> (r) <i>India</i> <i>Golden Gate</i> (r)	Gardner Johnson Gardner Johnson Johnson Walton Gardner Johnson
<b>Greece—</b>			
Piraeus.....	{ January 13 January 16	<i>George D. Gratsos</i> <i>Lone Star State</i>	Empire Shipping Anglo-Canadian
<b>Guatemala—</b>			
San Jose.....	{ January 13 January 26 February 3	<i>Don Anselmo</i> <i>Santa Eliona</i> <i>Don Aurelio</i>	Empire Shipping Gardner Johnson Empire Shipping
<b>Hawaii—</b>			
Honolulu.....	{ Late January Late January	<i>Hawaiian Forester</i> <i>Hawaiian Logger</i>	Dingwall Cotts Dingwall Cotts
Hong Kong.....	{ January 13 Mid-January January 19-20 January 20 Late January Late January Jan. 31-Feb. 2 February 4 February 5 February 5 February 10-11 February 12 March 12	<i>Mangarella</i> <i>Castleville</i> <i>Java Mail</i> <i>Arizona</i> <i>Oregon</i> <i>Charles E. Dant</i> <i>Ocean Mail</i> (r) <i>Nikobar</i> <i>Vesteroy</i> <i>Wyoming</i> <i>Island Mail</i> (r) <i>Bougainville</i> <i>Sunnyville</i>	Empire Shipping Balfour Guthrie Canadian Blue Star Gardner Johnson Dodwell Company Dodwell Company Canadian Blue Star Johnson Walton Empire Shipping Gardner Johnson Canadian Blue Star Balfour Guthrie Balfour Guthrie
<b>India—</b>			
Bombay.....	{ February 3 March 3	<i>Höegh Silvermoon</i> <i>Salatiga</i>	Dingwall Cotts Dingwall Cotts
Madras.....	January 14	<i>Singkep</i>	Dingwall Cotts
Calcutta.....	February 14	<i>Silverwalnut</i>	Dingwall Cotts
<b>Indonesia—</b>			
Batavia.....	January 14	<i>Singkep</i>	Dingwall Cotts
Samarang.....	February 3	<i>Höegh Silvermoon</i>	Dingwall Cotts
Soerabaya.....	February 12	<i>Bougainville</i>	Balfour Guthrie
Cheribon.....	February 14	<i>Silverwalnut</i>	Dingwall Cotts
	March 3	<i>Salatiga</i>	Dingwall Cotts
	March 12	<i>Sunnyville</i>	Balfour Guthrie
<b>Ireland—</b>			
Dublin.....	February 3	<i>India</i>	Johnson Walton
<b>Israel—</b>			
Tel-Aviv.....	January 13	<i>George D. Gratsos</i>	Empire Shipping
Haifa.....			
Haifa.....	January 13	<i>Lone Star State</i>	Anglo-Canadian
<b>Italy—</b>			
Genoa.....	January 22	<i>Tritone</i>	Empire Shipping
Naples.....			
Venice.....			
Genoa.....	January 13	<i>George G. Gratsos</i>	Empire Shipping

# DEPARTURES FROM VANCOUVER—Continued

Destination	Loading Date	Vessel	Operator or Agent
<b>Italy—Con.</b>			
Genoa.....	January 16	<i>Lone Star State</i>	Anglo-Canadian
Venice.....			
<b>Japan—</b>			
Yokohama.....	<div> January 13-14  January 20  January 20  Late January  Late January  Jan. 31-Feb. 2  February 5  February 10-11 </div>	<div> <i>Canada Mail</i>  <i>Java Mail</i>  <i>Arizona</i>  <i>Oregon</i>  <i>Charles E. Dant</i>  <i>Ocean Mail (r)</i>  <i>Wyoming</i>  <i>Island Mail (r)</i> </div>	<div> Canadian Blue Star  Canadian Blue Star  Gardner Johnson  Dodwell Company  Dodwell Company  Canadian Blue Star  Gardner Johnson  Canadian Blue Star </div>
Yokohama.....	January 19	<i>Sea Splendor</i>	Anglo-Canadian
Kobe.....			
Fusan.....			
<b>Malaya—</b>			
Penang.....	February 3	<i>Höegh Silvermoon</i>	Dingwall Cotts
Port Swettenham..			
<b>Mediterranean—</b>			
Western and	Mid-January	<i>Lone Star State</i>	Anglo-Canadian
Central Areas....			
<b>Mexico—</b>			
Manzanillo.....	January 26	<i>Sanya Eliana</i>	Gardner Johnson
<b>Netherlands—</b>			
Rotterdam.....	January 29	<i>Washington</i>	Empire Shipping
Amsterdam.....			
Rotterdam.....	<div> January 19  Late January  February 15  February  February </div>	<div> <i>Cotton State</i>  <i>Trondanger</i>  <i>Golden State</i>  <i>Duivindyk</i>  <i>India</i> </div>	<div> Anglo-Canadian  Canada Shipping  Anglo-Canadian  Royal Mail Line  Johnson Walton </div>
<b>New Caledonia—</b>			
Noumea.....	March	<i>Thor I</i>	Empire Shipping
<b>New Hebrides—</b>			
Port Vila.....	March	<i>Thor I</i>	Empire Shipping
<b>New Zealand—</b>			
Auckland.....	January 10	<i>Waikawa</i>	Canadian Australasian
Wellington.....			
<b>Norway—</b>			
Unstated Ports....	Late January	<i>Laurits Swenson</i>	Anglo-Canadian
<b>Pakistan—</b>			
Karachi.....	<div> February 3  March 3 </div>	<div> <i>Höegh Silvermoon</i>  <i>Salatiga</i> </div>	<div> Dingwall Cotts  Dingwall Cotts </div>
<b>Persian Gulf.....</b>	<div> February 3  March 3 </div>	<div> <i>Höegh Silvermoon</i>  <i>Salatiga</i> </div>	<div> Dingwall Cotts  Dingwall Cotts </div>
<b>Peru—</b>			
Callao.....	February 5	<i>Hindanger</i>	Empire Shipping
Mollendo.....	March 5	<i>Falkanger</i>	Empire Shipping
Callao.....	January 25	<i>Marie Bakke</i>	Canada Shipping
<b>Philippines—</b>			
Manila.....	January 11-13	<i>Canada Mail</i>	Canadian Blue Star
Iloilo.....	January 14	<i>Singkep</i>	Dingwall Cotts
Cebu.....	<div> Mid-January  January 19-20  January 20  Late January  Late January  February 5  February 12  March 12 </div>	<div> <i>Castleville</i>  <i>Java Mail</i>  <i>Arizona</i>  <i>Oregon</i>  <i>Charles E. Dant</i>  <i>Wyoming</i>  <i>Bougainville</i>  <i>Sunnyville</i> </div>	<div> Balfour Guthrie  Balfour Guthrie  Canadian Blue Star  Gardner Johnson  Dodwell Company  Dodwell Company  Gardner Johnson  Balfour Guthrie  Balfour Guthrie </div>



# DEPARTURES FROM VANCOUVER—Concluded

Destination	Loading Date	Vessel	Operator or Agent
<b>Philippines—Con.</b>	January 21	<i>Constitution State</i>	Anglo-Canadian
Manila.....	Jan. 31–Feb. 1	<i>Ocean Mail</i> (r)	Canadian Blue Star
	February 3	<i>Höegh Silvermoon</i>	Dingwall Cotts
	February 10–11	<i>Island Mail</i> (r)	Canadian Blue Star
	February 14	<i>Silverwalnut</i>	Dingwall Cotts
	January 13	<i>Mangarella</i>	Empire Shipping
Manila.....	February 4	<i>Nikobar</i>	Johnson Walton
Cebu.....	February 5	<i>Vesteroy</i>	Empire Shipping
	March 3	<i>Salatiga</i>	Dingwall Cotts
<b>Samoa -</b>			
Apia.....	March	<i>Thor I</i>	Empire Shipping
	January 14	<i>Singkep</i>	Dingwall Cotts
	Mid-January	<i>Castleville</i>	Balfour Guthrie
	February 3	<i>Höegh Silvermoon</i>	Dingwall Cotts
<b>Singapore.....</b>	February 14	<i>Silverwalnut</i>	Dingwall Cotts
	February 12	<i>Bougainville</i>	Balfour Guthrie
	March 3	<i>Salatiga</i>	Dingwall Cotts
	March 12	<i>Sunnyville</i>	Balfour Guthrie
<b>Society Islands—</b>			
Papeete.....	January 10	<i>Waikawa</i>	Canadian Australasian
	March	<i>Thor I</i>	Empire Shipping
<b>Sweden—</b>			
Stockholm.....	January 13	<i>Los Angeles</i> (r)	Gardner Johnson
Gothenburg.....	January 26	<i>Paraguay</i> (r)	Gardner Johnson
Malmö.....	February 28	<i>Golden Gate</i> (r)	Gardner Johnson
<b>Tonga—</b>			
Nukualofa.....	March	<i>Thor I</i>	Empire Shipping
<b>Trieste.....</b>	January 16	<i>Lone Star State</i>	Anglo-Canadian
	January 22	<i>Tritone</i>	Empire Shipping
<b>United Kingdom—</b>			
Manchester.....	(Early January	<i>Pacific Fortune</i> (r)	Furness Withy
	Early January	<i>Pacific Prince</i>	Furness Withy
	Mid-January	<i>Ripplingham Grange</i>	Furness Withy
	Early February	<i>Pacific Liberty</i>	Furness Withy
	January 13	<i>Los Angeles</i> (r)	Gardner Johnson
	Mid-January	<i>Bradburn</i>	Dingwall Cotts
	Mid-January	<i>Laurits Swenson</i>	Anglo-Canadian
	Jan. 23–Feb. 3	<i>Lake Winnipeg</i>	Canada Shipping
Unstated Ports.....	January 26	<i>Paraguay</i> (r)	Gardner Johnson
	January	<i>A Ship</i>	Empire Shipping
	January	<i>Loch Ryan</i>	Royal Mail Lines
	Late January	<i>Durango</i>	Royal Mail Lines
	February 8	<i>Golden Gate</i> (r)	Gardner Johnson
	January 21	<i>Colombia Star</i>	Dingwall Cotts
London.....	February	<i>Duivindyk</i>	Royal Mail Lines
	January 12	<i>Lismoria</i>	Balfour Guthrie
Liverpool.....	February 1	<i>Laurentia</i>	Balfour Guthrie
Glasgow.....	February 12	<i>Corrientes</i>	Balfour Guthrie
	February 3	<i>India</i>	Johnson Walton
<b>Uruguay—</b>			
Montevideo.....	January 25	<i>Moore MacRae</i>	Balfour Guthrie
	February 5	<i>Hindanger</i>	Empire Shipping
	March 5	<i>Falkanger</i>	Empire Shipping
<b>Venezuela—</b>			
Maracaibo.....	January 13	<i>Don Anselmo</i>	Empire Shipping
Puerto Cabello.....	February 3	<i>Don Aurelio</i>	Empire Shipping
La Guaira.....			
	January 31	<i>P. &amp; T. Forester</i>	Kingsley Navigation
Puerto Cabello.....	February 22	<i>P. &amp; T. Trader</i>	Kingsley Navigation
	January 26	<i>Santa Eliana</i>	Gardner Johnson

## Services to Newfoundland

Transportation is a major factor in the economy of Newfoundland, which is served by a number of steamship services operating the year round from Halifax and North Sydney, and from Montreal during the season of open navigation on the St. Lawrence. Trans-Canada Air Lines also maintains a daily service between Montreal and St. John's, via Moncton, N.B., and Sydney, N.S. Boston is likewise connected with St. John's, via Yarmouth, N.S., Saint John, N.B., and Halifax, N.S. Steamship companies, ports of call and the frequency of their services are as follows:

Charlottetown to Corner Brook, etc.	Fortnightly.....	PEI Industrial Corporation
Halifax to St. John's.....	Fortnightly.....	Clarke Steamships
Halifax to St. John's.....	Weekly.....	Furness Red Cross Line
Halifax to St. John's.....	Every three weeks...	Furness Warren Line
Halifax to St. John's.....	Every ten days.....	Newfoundland-Canada Steamships
Halifax to St. John's.....	Fortnightly.....	Rowlings
Halifax to St. John's.....	Weekly.....	Shaw Steamships
Halifax to St. John's.....	Fortnightly.....	Blue Peter Steamships
North Sydney to Port aux Basques...	Daily, except Sunday	Canadian National Railways
Saint John to St. John's.....	Weekly.....	Furness Red Cross Line
Saint John and Halifax to St. John's...	Every three weeks...	Blue Peter Steamships
Saint John to St. John's.....	Fortnightly.....	Blue Peter Steamships
Saint John to St. John's.....	Fortnightly.....	Clarke Steamships

### New Zealand Seeks Tenders for Electrical Equipment

Wellington, December 3, 1949.—(FTS)—The State Hydro-Electric Department, New Zealand, Christchurch district, is asking for tenders for the supply and delivery at Lyttleton of 66 KV outdoor switch gear and structure for Papanni Station—Contract No. 141. Tenders should be submitted to the Secretary, Tenders Committee, State Hydro-Electric Department, Wellington, New Zealand, by March 14, 1950.

The Department also seeks tenders for the supply and delivery at Lyttleton of 11KV switch gear for Papanni Substation Contract No. 142. Tenders should be submitted to the Secretary, Tenders Committee State Hydro-Electric Department, Wellington, New Zealand by March 21, 1950.

(Editor's Note.—Interested Canadian firms can procure further information, plans and specifications from Mr. J. A. Malcolm, New Zealand Trade Commissioner, Room 609, Sun Life Building, Montreal, Que., quoting the contract number in which they are interested.)

### Japan and Argentina Exchange Commodities

Tokyo, December 2, 1949.—(FTS)—Provision has been made, under a trade agreement between Japan and Argentina, for the importation by this country of products from the Argentine valued at \$25,000,000, comprising wheat, raw cotton, jute and miscellaneous commodities. Japanese exports, under the agreement, will have a value of \$15,000,000, and comprise cement, machinery, iron and steel, electric equipment and miscellaneous commodities. The balance of \$10,000,000 will be settled under open account. Although the trade agreement was signed on June 8, 1949, its enforcement was delayed pending a decision on the list of commodities to be exchanged.

Approval has been granted for the purchase of food from Argentina for shipment to Japan from GARIOA funds. Under this arrangement, it is expected by the Japanese Ministry of International Trade and Industry that the two-way trade between Argentina and Occupied Japan may be as high as \$80,000,000 during the period of the agreement.

# Foreign Trade Service

## Head Office Directory

The work of the Service is co-ordinated by an executive committee, of which the undernoted directors are members, and the Deputy Minister of the Department of Trade and Commerce is chairman.

Head office personnel, to whom requests should be addressed for specific information concerning their respective divisions, with local government telephone numbers in parentheses, are as follows:

## Trade Commissioner Service

**Director, G. R. Heasman (2530)**

Assistant Director, H. W. Cheney (3058)

### Area Officers—

**Asia—C. R. Gallow (7641)**

**Commonwealth and Other Countries—K. Nyenhuis (4404); R. W. Rosenthal (5249); R. T. Young (4404)**

**Latin America—A. Savard (7641)**

**Western Representative—L. M. Cosgrave, 355 Burrard St., Vancouver, B.C.**

**Newfoundland Representative—W. F. Rendell, Stott Bldg., St. John's, Newfoundland.**

## Commodities Branch

**Director, W. F. Bull (6748)**

**Export Permit Branch—Chief, W. F. Bull; Assistant Chief, T. G. Hills (3640)**

## Export Division

**Acting Director, G. A. Newman (5983)**

Assistant to Director, A. E. Fortington (5670)

**Machinery, Metals and Chemicals Section—Chief, E. C. Thorne (4082)**

Agricultural and food processing equipment and aircraft, J. D. Moorman (7168)

Automotive equipment and construction machinery, H. B. Scully (6519)

Chemicals and allied products, S. G. Barkley (7601)

Electrical and electronic equipment, F. Manly Haines (5167)

Iron and steel products, L. G. Dornan (7060)

Machinery and industrial equipment, E. C. Thorne (4082)

Non-ferrous metals, A. M. Tedford (7546)

**Textiles, Leather and Rubber Section—Chief, G. R. Poley (3004)**

Leather, rubber and products, E. G. Gerridzen (3004)

Textiles and apparel, G. R. Poley (3004) and E. G. Gerridzen (3004)

**Wood and Paper Section—Chief, G. H. Rochester (4447)**

Paper and products, E. Clarke (6974) and N. R. Chappell (7366)

Wood and products, G. H. Rochester (4447) and J. C. Dunn (4863)

**General Products Section—Chief, W. H. Grant (3209)**

General manufactured products, R. J. Handy (3209)

General products, W. H. Grant (3209)

Consumer metal products, E. L. Smith (5666)

Miscellaneous manufactured products, P. G. Jones (4160)

**Fishery Products Section—**

Fish and fish products, T. R. Kinsella (7385)

Fats and oils, Dr. R. T. Elworthy (5177)

**Exporters' Directory—Chief, G. L. Tighe (6681)**

**Token Shipments to United Kingdom—A. E. Fortington (5670)**

## Transportation and Communications Division

**Director, G. S. Hall (6236)**

Traffic Section, J. H. Longfellow (7835)



# Foreign Trade Service

## Head Office Directory—*Concluded*

### Import Division

**Director, Denis Harvey (5417)**

Assistant Director, C. F. McGinnis (7163)

**Raw Materials Section—Chief, C. F. McGinnis (7163)**

Coal, iron and steel, A. J. Langdon (6905)

Fibres and textiles, A. C. Fairweather (7815)

Beverages and grocery products, E. B. Paget (4161)

Hides, skins, leather and rubber, F. T. Carten (4965)

Non-ferrous metals and non-metallic minerals, F. T. Carten (4965)

Non-metallic minerals, A. J. Langdon (6905)

Oils and fats, Dr. R. T. Elworthy (5177)

**Manufactured Goods Section—Chief H. B. Scully (6519)**

G. C. Clarke (3873), G. W. Rahm (6958) and P. E. Jensen (5337)

**Marketing Research—D. B. Wallace (5245)**

**Trade Services Section—Chief, A. J. Langdon (6905)**

Commodity research and trade statistics, A. J. Langdon (6905)

Foreign export controls, W. G. Hopkins (6552)

Trade services directory, A. J. Langdon (6905)

**Importers' Directory—G. A. Plant (5823)**

### Agricultural Commodities Branch

**Director, G. R. Paterson (4301)**

**Commodity Officers—H. A. Gilbert (2380)**

Dairy and poultry products, K. L. Melvin (3172)

Livestock and animal products, D. G. W. Douglas (5859)

Plants and plant products, G. F. Clingan (7523)

### Commercial Relations and Foreign Tariffs Division

**Director, H. R. Kemp (5151 and 7696)**

**Treaty Research Section—Acting Chief, A. L. Neal (7696 and 5151)**

**Foreign Tariffs Section—Chief, G. C. Cowper (2250)**

United States, G. C. Cowper (2250)

Commonwealth, Miss H. K. Potter (2250)

Europe, E. J. McMeekin (5642)

Latin America, H. V. Jarrett (5642)

### Industrial Development Division

**Director, G. D. Mallory (3819)**

Assistant Director, B. R. Hayden (7886)

Administrative Officer, J. H. Boyd (7886)

### Publicity Division

**Director, B. C. Butler (2479)**

Assistant Director, J. Fergus Grant (2186)

**Film Liaison Officer—A. H. Newman (6588)**

# **Associated Agencies Concerned With Development of Foreign Trade**

## **Import Control Branch**

No. 1 Temporary Building, Wellington Street, Ottawa

**Director, J. S. Irvin (3924)**

Import Allotment Division, Director, W. E. McDermott (5861)

Capital Goods Division, Director, Sheldon Ross (5515)

Project Division, Director, A. F. Cunningham (5541)

## **Canadian Government Exhibition Commission**

479 Bank Street, Ottawa

**Director, Glen Bannerman (3558)**

Responsible for arrangements concerning participation by Canada in all exhibitions, display promotions and trade fairs outside Canada, and for international trade fairs held in Canada; advises individual firms in the display of their commodities in foreign countries.

Assistant Director, F. P. Cosgrove (7818)

## **Wheat and Grain Division**

**Director, C. F. Wilson (5648)**

Assists foreign governments in purchasing Canadian wheat, flour and other cereals. Maintains constant survey of Canada's grain position. Liaison for Department of Trade and Commerce with Canadian Wheat Board.

Assistant Director, G. N. Vogel (5830)

## **Canadian Commercial Corporation**

No. 2 Temporary Building, 70 Lyon Street, Ottawa

**Managing Director, W. D. Low (3736)**

Serves as a purchasing agent in Canada for governments of other countries and for international bodies; and, on request, for federal government departments in connection with foreign trade. Facilities of the Corporation are utilized in the purchase of supplies for the Department of National Defence and those required for defence projects. Cable address—Cancomco.

Secretary, J. D. McCarthy (4955)

Comptroller, G. F. Wevill (5316)

General Purchasing Agent, W. J. Atkinson (5767)

## **Export Credits Insurance Corporation**

107 Sparks Street, Ottawa

**General Manager, H. T. Aitken (2-4828)**

Provides exporters with protection against the principal risks of loss involved in foreign trade, and insures them against the insolvency of the foreign buyer, protracted default in payment by the buyer when the goods have been duly accepted by him, and difficulties in the transfer of exchange, preventing the Canadian exporter from receiving payment for goods he has sold. Cable address—Excredcorp.

Chief Credit Officer, A. W. Thomas (2-4828)

Secretary, T. Chase-Casgrain (2-4828)

# Foreign Trade Service Abroad

Officers of the Canadian Trade Commissioner service are located in thirty-eight countries. Trade Commissioners are responsible to headquarters in Ottawa for the development of commercial relations with many other countries within their respective territories, as set forth in the alphabetical list below.

It is recommended that prospective exporters and importers should communicate with the Director of the Trade Commissioner Service in Ottawa, before discussing their various problems with Trade Commissioners, as much of the information required can be made available to them by officers at headquarters responsible for the various geographical areas.

Country	Post Responsible	Country	Post Responsible
Aden .....	Cairo	Italy .....	Rome
Afghanistan .....	Karachi	Jamaica .....	Kingston
Algeria .....	Paris	Kenya .....	Johannesburg
Anglo-Egyptian		Korea .....	Tokyo
Sudan .....	Cairo	Lebanon .....	Cairo
Angola .....	Leopoldville	Leeward Islands .....	Port of Spain
Argentina .....	Buenos Aires	Libya .....	Rome
Australia .....	Sydney and Melbourne	Luxembourg .....	Brussels
Austria .....	Berne	Madagascar .....	Cape Town
Azores .....	Lisbon	Maderia .....	Lisbon
Bahamas .....	Kingston, Jamaica	Malta .....	Rome
Barbados .....	Port of Spain	Mauritius .....	Cape Town
Belgian Congo .....	Leopoldville	Mexico .....	Mexico City
Belgium .....	Brussels	Mozambique .....	Johannesburg
Bermuda .....	New York	Natal .....	Johannesburg
Bolivia .....	Santiago, Chile	Netherlands .....	The Hague
Brazil .....	Rio de Janeiro and Sao Paulo	Netherlands Guiana .....	Port of Spain
British Guiana .....	Port of Spain	Netherlands Antilles .....	Caracas, Venezuela
British Honduras .....	Kingston, Jamaica	New Zealand .....	Wellington
Brunei .....	Singapore	Nicaragua .....	Guatemala City
Burma .....	Bombay	Nigeria .....	London
Canal Zone .....	Bogotá, Colombia	North Borneo .....	Singapore
Canary Islands .....	Lisbon	Northern Ireland .....	Belfast
Ceylon .....	Bombay	Northern Rhodesia .....	Johannesburg
Chile .....	Santiago	Norway .....	Oslo
China .....	Shanghai	Nyasaland .....	Johannesburg
Colombia .....	Bogotá	Pakistan .....	Karachi
Costa Rica .....	Guatemala City	Panama .....	Bogotá, Colombia
Cuba .....	Havana	Paraguay .....	Buenos Aires
Cyprus .....	Cairo, Egypt	Peru .....	Lima
Czechoslovakia .....	Berne	Philippine Islands .....	Hong Kong
Denmark .....	Oslo, Norway	Portugal .....	Lisbon
Dominican Republic .....	Havana, Cuba	Portuguese E. Africa .....	Johannesburg
Dutch Guiana .....	Port of Spain	Puerto Rico .....	Havana, Cuba
East Anglia .....	London	Sarawak .....	Singapore
Ecuador .....	Lima, Peru	Saudi Arabia .....	Cairo
Egypt .....	Cairo	Scotland .....	Glasgow
El Salvador .....	Guatemala City	Sierra Leone .....	London
England .....	London and Liverpool	Singapore .....	Singapore
Ethiopia .....	Cairo	South Africa .....	Johannesburg and Cape Town
Falkland Islands .....	Buenos Aires	South China .....	Hong Kong
Federat'n of Malaya .....	Singapore	South-West Africa .....	Cape Town
Fiji .....	Wellington, N'w Zealand	Southern Rhodesia .....	Johannesburg
Finland .....	Stockholm	Spain .....	Lisbon
France .....	Paris	Spanish Morocco .....	Lisbon
French Eq. Africa .....	Leopoldville	Sudan .....	Cairo
French Guiana .....	Port of Spain	Sweden .....	Stockholm
French Indo-China .....	Hong Kong	Switzerland .....	Berne
French Morocco .....	Paris	Syria .....	Cairo
French West Indies .....	Port of Spain	Taiwan (Formosa) .....	Shanghai
Gambia .....	London	Tanganyika .....	Johannesburg
Gibraltar .....	Lisbon	Tasmania .....	Melbourne
Gold Coast .....	London	Thailand .....	Singapore
Greece .....	Athens	Trinidad .....	Port of Spain
Greenland .....	Oslo	Tunisia .....	Paris
Guatemala .....	Guatemala City	Turkey .....	Istanbul
Haiti .....	Havana, Cuba	Uganda .....	Johannesburg
Hashemite Kingdom		United States .....	Washington, New York, Boston, Detroit, Chi- cago, Los Angeles, San Francisco
of the Jordan .....	Cairo	United Kingdom .....	London, Liverpool and Glasgow
Hawaii .....	Los Angeles	Uruguay .....	Buenos Aires
Hong Kong .....	Hong Kong	Venezuela .....	Caracas
Hungary .....	Berne	Wales .....	Liverpool
Iceland .....	Glasgow	Western Samoa .....	Wellington, New Zealand
India .....	New Delhi & Bombay	Windward Islands .....	Port of Spain
Indonesia .....	Singapore	Yugoslavia .....	Rome
Iran (Persia) .....	Karachi		
Iraq (Mesopotamia) .....	Cairo		
Ireland .....	Dublin		
Israel .....	Athens		



# Foreign Trade Service Abroad

Cable address:—Canadian, unless otherwise shown.

Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

## Argentina

**Buenos Aires**—H. L. BROWN, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.

Territory includes Uruguay and Paraguay.

**Buenos Aires**—W. B. McCULLOUGH, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Bartolomé Mitre 478.

## Australia

**Sydney**—C. M. CROFT, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

**Melbourne**—F. W. FRASER, Commercial Secretary for Canada, 83 William Street.

Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

## Belgian Congo

**Leopoldville**—L. H. AUSMAN, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boite Postale 373.

Territory includes Angola and French Equatorial Africa.

## Belgium

**Brussels**—B. A. MACDONALD, Commercial Counsellor, Canadian Embassy, 46 rue Montoyer.

Territory includes Luxembourg.

## Brazil

**Rio de Janeiro**—D. W. JACKSON, Commercial Secretary, Canadian Embassy, Edificio Metropole, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

**São Paulo**—C. J. Van Tighem, Commercial Secretary for Canada, Canadian Consulate, Edificio Alois, Rua 7 de Abril, 252. Address for letters: Caixa Postal 6034.

## Chile

**Santiago**—Acting Commercial Secretary, Canadian Embassy, Bank of London and South America Building. Address for letters: Casilla 771. Territory includes Bolivia.

## China

**Shanghai**—B. I. RANKIN, Acting Commercial Secretary for Canada, 27 The Bund, Postal District (0).

Territory includes Taiwan (Formosa).

## Colombia

**Bogotá**—H. W. RICHARDSON, Canadian Government Trade Commissioner, Edificio Colombiana de Seguros. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.

Territory includes Republic of Panama and the Canal Zone.

## Cuba

**Havana**—A. W. EVANS, Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.

Territory includes Haiti, Dominican Republic and Puerto Rico.

## Egypt

**Cairo**—J. M. BOYER, Canadian Government Trade Commissioner, 22 Sharia Kasr el Nil. Address for letters: Post Office Box 1770.

Territory includes Aden, Anglo-Egyptian Sudan, Cyprus, Ethiopia, Iraq, Lebanon, Saudi Arabia, Syria and the Hashemite Kingdom of the Jordan.

## France

**Paris**—J. P. MANION, Commercial Secretary, Canadian Embassy. Address for letters: 3 rue Scribe.

Territory includes Algeria, French Morocco and Tunisia.

**Paris**—J. H. TREMBLAY, Commercial Secretary (Agricultural Specialist), Canadian Embassy. Address for letters: 3 rue Scribe.

## Germany

**Frankfurt am Main**—B. J. BACHAND, Canadian Commercial Representative, Canadian Consulate, 145 Fuerstenbergerstrasse.

Cable address, Canadian Frankfurt-Main.

## Greece

**Athens**—T. J. MONTY, Commercial Secretary, Canadian Embassy, 31 Vasilissis Sophia's Avenue.

Territory includes Israel.

## Guatemala

**Guatemala City**—J. C. DEPOCAS, Canadian Government Trade Commissioner, No. 20, 4th Avenue South. Address for letters: Post Office Box 400.

Territory includes Costa Rica, El Salvador, Honduras and Nicaragua.

# Foreign Trade Service Abroad—Continued

## Hong Kong

*Hong Kong*—K. F. NOBLE, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126.

Territory includes South China, the Philippine Islands and French Indo-China.

## India

*New Delhi*—RICHARD GREW, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 11.

*Bombay*—R. K. THOMSON, Acting Commercial Secretary for Canada, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.

Territory includes Burma and Ceylon.

## Ireland

*Dublin*—H. L. E. PRIESTMAN, Commercial Secretary for Canada, 66 Upper O'Connell Street.

## Italy

*Rome*—R. G. C. SMITH, Commercial Secretary, Canadian Embassy, Via Saverio Mercadante 15-17.

Territory includes Malta, Yugoslavia and Libya.

## Jamaica

*Kingston*—M. B. PALMER, Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Territory includes the Bahamas and British Honduras.

## Japan

*Tokyo*—J. C. BRITTON, Commercial Representative, Canadian Liaison Mission, Canadian Legation Building.

Territory includes Korea.

## Mexico

*Mexico City*—D. S. COLE, Commercial Counsellor, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

## Netherlands

*The Hague*—J. A. LANGLEY, Commercial Counsellor, Canadian Embassy, Sophialaan 1-A.

*The Hague*—D. A. B. MARSHALL, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Sophialaan 1-A.

Territory includes Belgium, Denmark and Luxembourg.

## New Zealand

*Wellington*—P. V. McLANE, Commercial Secretary, Office of the High Commissioner for Canada, Government Life Insurance Building. Address for letters: Post Office Box 1660.

Territory includes Fiji and Western Samoa.

## Norway

*Oslo*—S. G. MACDONALD, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5.

Territory includes Denmark and Greenland.

## Pakistan

*Karachi*—G. A. BROWNE, Canadian Government Trade Commissioner, The Cotton Exchange, McLeod Road. Address for letters: Post Office Box 531.

Territory includes Iran and Afghanistan.

## Peru

*Lima*—R. E. GRAVEL, Acting Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.

Territory includes Ecuador.

## Portugal

*Lisbon*—L. S. GLASS, Canadian Government Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.

Territory includes the Azores and Madeira, Spain, Spanish Morocco, the Canary Islands and Gibraltar.

## Singapore

*Singapore*—PAUL SYKES, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.

Territory includes Federation of Malaya, Indonesia, North Borneo, Brunei, Sarawak and Thailand.

## South Africa

*Johannesburg*—S. V. ALLEN, Commercial Secretary for Canada, Mutual Building, Harrison Street. Address for letters: Post Office Box 715.

Territory includes Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, Kenya, Nyasaland, Tanganyika and Uganda.

Cable address, Cantracom.

# Foreign Trade Service Abroad—Concluded

**Cape Town**—C. B. BIRKETT, Commercial Secretary for Canada, 5th Floor, Grand Parade Centre Building, Adderley Street. Address for letters: Post Office Box 683.

Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.

*Cable address, Cantracom.*

## Sweden

**Stockholm**—Acting Commercial Secretary, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.

Territory includes Finland.

## Switzerland

**Berne**—YVES LAMONTAGNE, Commercial Counsellor, Canadian Legation, Thunstrasse 95.

Territory includes Austria, Czechoslovakia and Hungary.

## Trinidad

**Port-of-Spain**—T. G. MAJOR, Canadian Government Trade Commissioner, 43 St. Vincent Street. Address for letters: Post Office Box 125.

Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana and the French West Indies.

## Turkey

**Istanbul**—G. F. G. HUGHES, Acting Commercial Secretary for Canada, 20 Yeni Carsi Caddesi, Beyoglu. Address for letters: Post Office Box 2220, Beyoglu.

## United Kingdom

**London**—A. E. BRYAN, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

*Cable address, Sleighing, London.*

**London**—R. P. BOWER, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Territory includes the South of England, East Anglia and British West Africa (Gold Coast, Sierra Leone and Nigeria).

*Cable address, Sleighing, London.*

**London**—W. B. GORNALL, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

*Cable address, Cantracom, London.*

**London**—R. D. ROE, Commercial Secretary (Timber Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

*Cable address, Timcom, London.*

**Liverpool**—M. J. VECHSLER, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.

Territory includes the Midlands, North of England and Wales.

**Glasgow**—J. L. MUTTER, Canadian Government Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Iceland.

*Cable address, Cantracom.*

**Belfast**—H. L. E. PRIESTMAN, Canadian Government Trade Commissioner, 36 Victoria Square.

Territory covers Northern Ireland.

## United States

**Washington**—J. H. ENGLISH, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

**Washington**—Dr. W. C. HOPPER, Agricultural Secretary, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

**New York City**—M. T. STEWART, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Center.

Territory includes Bermuda.

*Cable address, Cantracom.*

**New York City**—M. B. BURSEY, Canadian Government Trade Commissioner (Fisheries Specialist), British Empire Building, Rockefeller Center.

**Boston**—T. F. M. NEWTON, Consul of Canada, 532 Little Building, 80 Boylston Street, Boston 16.

**Detroit**—J. J. HURLEY, Consul of Canada, Canadian Consulate, 1035 Penobscot Building, Detroit 26, Michigan.

**Chicago**—EDMOND TURCOTTE, Consul-General of Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

**Los Angeles**—V. E. DUCLOS, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

**San Francisco**—H. A. SCOTT, Consul-General of Canada, 3rd floor, Kohl Building, 400 Montgomery Street.

## Venezuela

**Caracas**—C. S. BISSETT, Canadian Government Trade Commissioner, Canadian Consulate General, 8° Piso, Edificio America, Esquina Veroes. Address for letters: Apartado 3306.

Territory includes Netherlands Antilles.



# Foreign Commercial Representatives in Canada

This directory of Commercial Representatives of Foreign Governments, presently in Canada, is published as a special service to the commercial community. It is requested that any changes in the appointments or addresses be forwarded to the Editor, Foreign Trade.

**Argentina**—Erasto M. Villa, Commercial Counsellor, Argentine Embassy, 193 Sparks Street, Ottawa. Telephone—6-2351.

**Australia**—Clifton J. Carne, Australian Government Trade Commissioner, Royal Bank Chambers, 100 Sparks Street, Ottawa. Telephone—5-6717.

F. R. Gullick, Australian Government Trade Commissioner, 643 Hornby Street, Vancouver. Telephone—TAtlow 1177.

**Austria**—Dr. Frederick Riedl-Rieden-stein, Consul-General, 134 Queen Street, Ottawa. Telephone—5-5521.

**Belgium**—Jean Querton, Consul-General, Room 709, Sun Life Building, Montreal. Telephone—PLateau 8375.

**Bolivia**—Paul Viau, Consul, 5612 Canterbury Avenue, Montreal. Telephone—ATlantic 3544.

**Brazil**—Caio de Lima Cavalcanti, Commercial Counsellor, Brazilian Embassy, 4th floor, 111 Sparks Street, Ottawa. Telephone—5-1485.

A. G. de Miranda Netto, Commercial Attaché, Department of Trade and Commerce of Brazil, Suite 111, Aldred Building, 505 Place d'Armes, Montreal. Telephone—HArbour 8627.

**British West Indies and British Guiana**—C. Rex Stollmeyer, Trade Commissioner, 37 Board of Trade Building, Montreal. Telephone—PLateau 8282.

**Chile**—First Secretary, Chilean Embassy, Room 215, 56 Sparks Street, Ottawa. Telephone—5-4402.

Mariano Bustos, Consul-General, 1410 Stanley Street, Montreal.

**China**—Commercial matters in Canada are handled by the Chinese Consulates General in Vancouver, B.C., and Toronto, Ont.; also by the Chinese Consulate in Winnipeg, Man.

**Colombia**—Carlos Jaramillo, Consul-General, 3757 Wilson Avenue, Montreal 28.

**Cuba**—Acting Commercial Attaché, Cuban Legation, 499 Wilbrod Street, Ottawa. Telephone—5-6834.

**Czechoslovakia**—Dr. Miroslav Mares, Commercial Attaché, Czechoslovak Legation, 1255 Phillips Square, Montreal. Telephone—HArbour 4483.

**Denmark**—Theodor Schultz, Consul, Danish Consulate, Room 812, Keefer Building, 1440 St. Catherine Street West, Montreal. Telephone—PLateau 2030.

**Dominican Republic**—Julio A. Ricart, Consul-General, 46 Delaware Avenue, Ottawa. Telephone—2-1130.

**Ecuador**—Camilo J. Andrade, Consul-General, Room 917, 1410 Stanley Street, Montreal. Telephone—PLateau 8473.

**France**—Pierre Queuille, Commercial Counsellor and Financial Attaché French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Jacques Humbert, Commercial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Gérard Dubois, Commercial Attaché, French Embassy, 610 St. James Street West, Montreal. Telephone—HArbour 2271.

**Greece**—Pami Malamaki, Commercial Counsellor, Greek Embassy, Suite 110, Chateau Laurier, Ottawa. Telephone—5-2255.

**Haiti**—Philippe Cantave, Consul-General, Room 308, 18 Rideau Street, Ottawa. Telephone—2-1272.

**India**—Gupal Singh, Trade Commissioner, Royal Bank Building, Toronto. Telephone—ELgin 3223.

**Ireland**—John O'Brien, Official Secretary, Office of the High Commissioner for Ireland, 140 Wellington Street, Ottawa. Telephone—3-6281.

**Israel**—Avraham Harman, Consul-General of Israel, Bank of Montreal Building, 160 University Street, Montreal. Telephone—PLateau 2540.

**Italy**—Dr. P. F. Migone, Commercial Attaché, Italian Embassy, 133 Sparks Street, Ottawa. Telephone—3-3630.

**Lebanon**—Madim Deméchkie, Consul-General, Consulate of Lebanon, 199 Wurtemberg Street, Ottawa. Telephone—2-3155.

**Mexico**—Consul-General, Room 507, 1410 Stanley Street, Montreal. Telephone—LAncaster 2502.

# Foreign Commercial Representatives in Canada

**Netherlands**—Colonel H. van der Vaart, Commercial Counsellor, Netherlands Embassy, 168 Laurier Avenue East, Ottawa. Telephone—5-7241.

H. de Vos, Consul, Netherlands Consulate General, Castle Building, 1410 Stanley Street, Montreal. Telephone—PLateau 9682.

A. S. Tuinman, Agricultural Attaché, Netherlands Embassy, 8 Range Road, Ottawa. Telephone—2-4142.

**New Zealand**—J. A. Malcolm, Trade Commissioner, Room 609, Sun Life Building, Montreal. Telephone—LANcaster 4104.

**Norway**—Iacob Chr. Prebensen, Commercial Secretary, Norwegian Legation, 1410 Stanley Street, Montreal. Telephone—PLateau 9785.

**Pakistan**—S. C. Latif, Counsellor, Office of the High Commissioner for Pakistan, 499 Wilbrod Street, Ottawa. Telephone—5-7171.

**Peru**—Teodosio Cabada, Minister Counsellor for Economic Affairs, 111 Sparks Street, Ottawa. Telephone—2-0626.

Francisco Pardo de Zela, Commercial Attaché, Peruvian Embassy, 111 Sparks Street, Ottawa. Telephone—2-0626.

**Poland**—T. Wiewiórowski, Commercial Attaché, Polish Legation, 89 Fifth Avenue, Ottawa. Telephone—5-7675.

**Portugal**—M. L. G. Viera de Campos de Carvalho, Consul-General, Suite 12, 1499 Bishop Street, Montreal. Telephone—BELair 1607.

**Spain**—Vicente Trelles, Consul, 451 Mount Pleasant Avenue, Montreal 6. Telephone—FITzroy 6531.

**Sweden**—B. A. Frisk, Commercial Attaché, Swedish Legation, 720 Manor Road, Rockcliffe, (Ottawa). Telephone—2-1729.

**Switzerland**—Henri Zoelly, Secretary, Swiss Legation, 5 Marlborough Avenue, Ottawa. Telephone—5-1837.

Louis Scalabrino, Vice-Consul, Room 1521, Sun Life Building, Montreal. Telephone—PLateau 1878.

I. Sembinelli, Consul, Room 215, 159 Bay Street, Toronto. Telephone—ELgin 4097.

**Turkey**—Ismail Kavadar, Commercial Attaché, Turkish Embassy, 352 Frank Street, Ottawa. Telephone—6-3033.

**Union of South Africa**—J. H. Brand, Commercial Secretary, Office of the High Commissioner for the Union of South Africa, 15 Sussex Street, Ottawa. Telephone—2-1771.

**Union of Soviet Socialist Republics**—M. Kozlov, Representative of the Commercial Counsellor, Embassy of the Union of Soviet Socialist Republics, 285 Charlotte Street, Ottawa. Telephone—5-4341.

**United Kingdom of Great Britain and Northern Ireland**—R. Keith Jopson, C.M.G., O.B.E., United Kingdom Senior Trade Commissioner and Economic Adviser to the High Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

A. R. Bruce, O.B.E., Trade Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

M. R. Garner, Trade Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

J. Paterson, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HARbour 2257.

F. I. Lamb, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HARbour 2257.

E. M. M. Partridge, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HARbour 2257.

W. D. Lambie, Trade Commissioner for the Maritime Provinces, 1111 Beaver Hall Hill, Montreal. Telephone—HARbour 2257.

H. Oldham, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADElaide 2174.

A. P. Timms, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADElaide 2174.

W. G. Coventry, Trade Commissioner, 703 Royal Bank Building, Winnipeg. Telephone—9-3153.

P. S. Young, Trade Commissioner, 850 West Hastings Street, Vancouver. Telephone—PACific 4644.

**United States of America**—Woodbury Willoughby, Counsellor for Economic Affairs, United States Embassy, 100 Wellington Street, Ottawa. Telephone—6-2341.

William L. Kilcoin, Commercial Attaché, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

**Yugoslavia**—Peter L. Mangovski, Counsellor, Yugoslav Legation, 259 Daly Avenue, Ottawa. Telephone—3-6289.



# Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit		Nominal Quotations Sept. 17	Nominal Quotations Dec. 19	Nominal Quotations Dec. 23
Argentina.....	Peso	Official	.2977	.3275	.3275
		Free	.2985	.1221	.1221
Australia.....	Pound		3.2240	2.4640	2.4640
Belgium and Belgian Congo.....	Franc		.0228	.0220	.0220
Bolivia.....	Boliviano		.0238	.0262	.0262
British West Indies (except Jamaica).....	Dollar		.8396	.6417	.6417
Brazil.....	Cruzeiro		.0544	.0598	.0598
Burma.....	Rupee		.3022	.....	.....
Ceylon.....	Rupee		.3022	.2310	.2310
Chile.....	Peso	Banking	.0233	.2056	.2056
		Official	.0323	.0355	.0355
Colombia.....	Peso		.5128	.5641	.5641
Costa Rica.....	Colon		.1800	.1980	.1980
Cuba.....	Peso		1.0000	1.1000	1.1000
Czechoslovakia.....	Koruna		.0200	.0220	.0220
Denmark.....	Krone		.2084	.1592	.1592
Dominican Republic.....	Peso		1.0000	1.1000	1.1000
Ecuador.....	Sucre		.0740	.0815	.0815
Egypt.....	Pound		4.1330	3.1587	3.1587
El Salvador.....	Colon		.4000	.4400	.4400
Fiji.....	Pound		3.6306	2.7748	2.7748
Finland.....	Markka		.0062	.0048	.0048
France, Monaco and French North Africa.....	Franc	Official	.0037	.0032	.0032
French Empire—African.....	Franc		.0073	.....	.....
French Pacific Possessions.....	Franc		.0201	.....	.....
Germany.....	Deutsche Mark		.3000	.2619	.2619
Guatemala.....	Quetzal		1.0000	1.1000	1.1000
Haiti.....	Gourde		.2000	.2200	.2200
Honduras.....	Lempira		.5000	.5500	.5500
Hong Kong.....	Dollar		.2519	.1925	.1925
Iceland.....	Krona		.1541	.1178	.1178
India.....	Rupee		.3022	.2310	.2310
Iran.....	Rial		.0312	.....	.....
Iraq.....	Dinar		4.0300	3.0800	3.0800
Ireland.....	Pound		4.0300	3.0800	3.0800
Israel.....	Pound		3.0000	.....	.....
Italy.....	Lira		.0017	.0018	.0018
Jamaica.....	Pound		4.0300	3.0800	3.0800
Japan.....	Yen		.0028	.....	.....
Lebanon.....	Piastre		.4561	.....	.....
Mexico.....	Peso		.1157	.1273	.1273
Netherlands.....	Florin		.3769	.2895	.2895
Netherlands Antilles.....	Florin		.5308	.5833	.5833
New Zealand.....	Pound		4.0150	3.0800	3.0800
Nicaragua.....	Cordoba		.2000	.2200	.2200
Norway.....	Krone		.2015	.1540	.1540
Pakistan.....	Rupee		.3022	.3325	.3325
Panama.....	Balboa		1.0000	1.1000	1.1000
Paraguay.....	Guarani		.3200	.....	.....
Peru.....	Sol		.1538	.0669	.0669
Philippines.....	Peso		.4975	.5500	.5500
Portugal and Colonies.....	Escudo		.0400	.0385	.0385
Singapore.....	Straits Dollar		.4702	.3593	.3593
Spain and Colonies.....	Peseta		.0916	.1008	.1008
Sweden.....	Krona		.2783	.2126	.2126
Switzerland.....	Franc		.2336	.2564	.2564
Thailand.....	Baht		.1000	.....	.....
Turkey.....	Lira		.3571	.....	.....
Union of South Africa.....	Pound		4.0300	3.0800	3.0800
United Kingdom.....	Pound		4.0300	3.0800	3.0800
United States.....	Dollar		1.0000	1.1000	1.1000
Uruguay.....	Peso	Controlled	.6583	.7241	.7241
Venezuela.....	Bolivar		.2985	.3289	.3289
Yugoslavia.....	Dinar		.0200	.....	.....



# Trade Publications Available

## **ABC of Canadian Export Trade**

Prepared by Export Division, Foreign Trade Service. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents a copy in Canada and 50 cents for delivery abroad.

## **Canada—Butcher, Baker, Grocer—Second Edition**

Brochure, illustrating the extent to which foodstuffs are being shipped to the United Kingdom, prepared for distribution to provision trade in United Kingdom. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## **Canada Produces—Second Edition**

Brochure, illustrating productive capacity of Canada, prepared for distribution at British Industries Fair, in London, and by trade commissioners in their respective territories. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents.

## **Canadians as Consumers**

Brochure, illustrating market opportunities in Canada, prepared for distribution at British Industries Fair, in London, and by trade commissioners in their respective territories. Obtainable from King's Printer, Government Printing Bureau, Ottawa, for 25 cents.

## **Canadian Export Timbers**

Brochure, illustrating and describing Canadian woods available for export, prepared for distribution at Building Trades Exhibition, in Manchester, England. Obtainable from Publicity Division, Foreign Trade Service.

## **Canadian Furs**

Brochure, pertaining primarily to ranched furs, prepared for distribution at International Fur and Leather Fair, in Basle, Switzerland. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## **Canadian Certified Seed Potatoes**

Folder, illustrating varieties most suitable for shipment to other countries, prepared for distribution abroad in an effort to stimulate export sale of seed potatoes. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## **Eighty Years of Foreign Trade**

Reprint of article in *Canadian Geographical Journal*, which reviews development of Canada's trade between 1867 and 1947. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## **Reprints of Economic Reviews**

Reports on the following countries, reproduced originally in the *Commercial Intelligence Journal* and *Foreign Trade*: Argentina, British West Indies and British Guiana, French North Africa, India, Iran, Mexico, New Zealand. Obtainable from Publicity Division, Foreign Trade Service, Ottawa.

## **Reprints of Special Articles**

Articles on the following subjects, published in *Foreign Trade*, have been reprinted in pamphlet form, and may be obtained from the Publicity Division, Foreign Trade Service, Ottawa:

Assistance Available from Trade Commissioners

Branch Plant Expansion Encouraged

Canadian Port Facilities Aid Foreign Trade

Canadian Toy Industry—Second Edition

European Recovery Program Related to Canadian Economy

Foreign Import Controls and Exchange Regulations

Import Control of Capital Goods Under Emergency Act

Influence of Geography on Import Trade

Production of Sports Equipment in Canada

Trade Procedure for American and British Zones in Germany

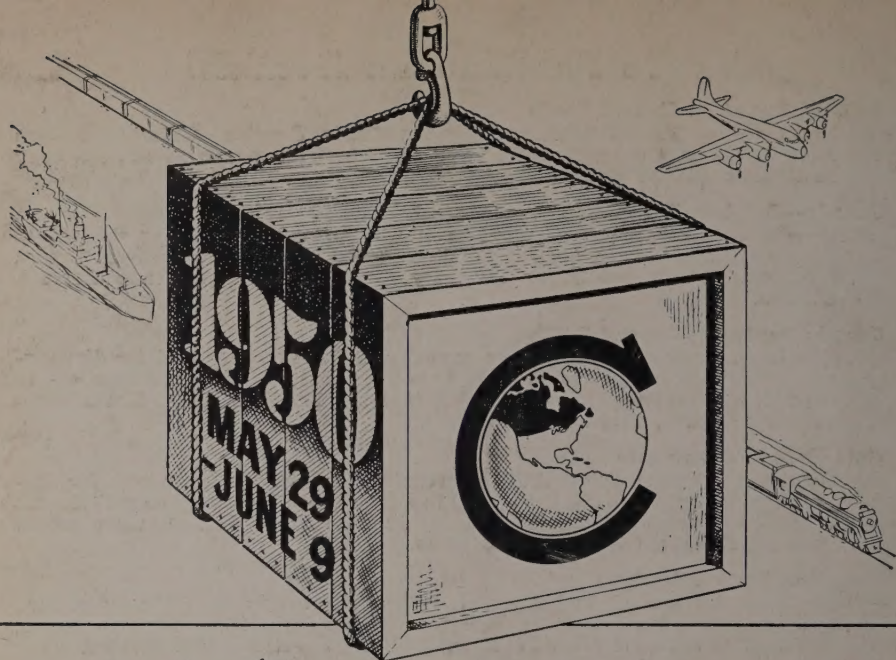
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KING'S PRINTER AND CONTROLLER OF STATIONERY

1949



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